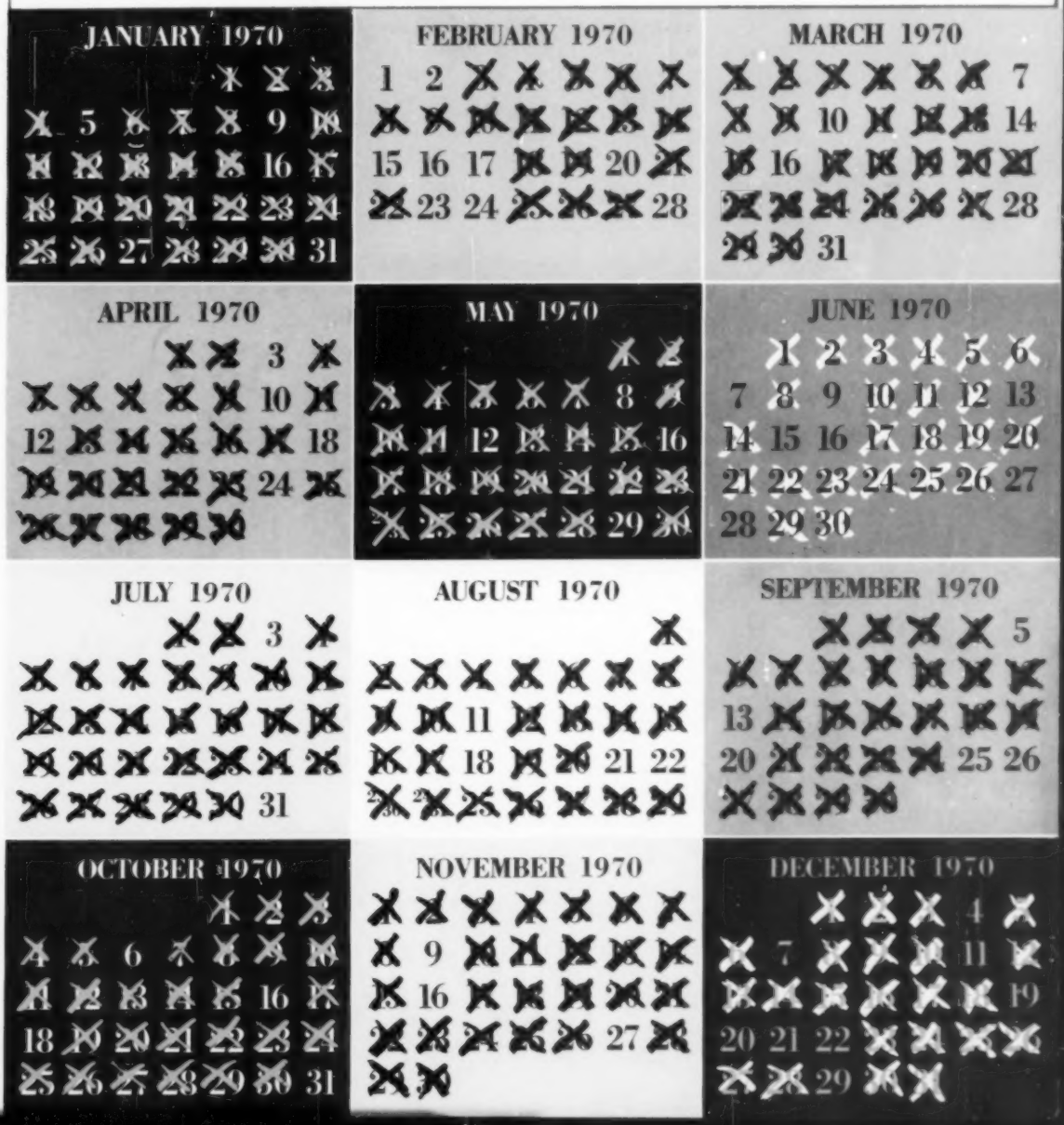
A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

January 5, 1970

International Commerce

commercial holidays abroad



A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

OIL—Continental Oil Co. (CONOCO) of New York and the National Iranian Oil Co. (NiOC) have announced the ratification of an agreement for the exploration and development of a 5,000-mile area near the port of Bandar-Abbas in Southwestern Iran, by the Iranian government. CONOCO will spend a minimum of $4 million during the next three years for exploration of the area; surface geological work will begin in the near future. The agreement also provides that 50% of any recoverable resources discovered be set aside as a national reserve for the use of NIOC and the remaining 50% of any oil will be developed jointly. CONOCO, as contractor for the project, will be entitled to 45% of the production from the joint holdings up to 275,000 barrels-per-day, and 30% of any additional production.

CONSTRUCTION—The Lummus Co., Ltd., London, a subsidiary of the Lummus Co., Bloomfield, N.J., recently completed an $18 million expansion of the Antwerp, Belgium, refinery facilities of Raffinerie Belge de Petroles, a subsidiary of the Occidental Petroleum Corp., Los Angeles. Lummus was responsible for the design, engineering and procurement for the process facilities and Lummus Ltd. supervised the construction. This was the fifth Belgium project for Lummus, a subsidiary of Combustion Engineering, Inc.

BANKING—Bank of America, San Francisco, has announced the opening of two new branches in Latin America. The fourth branch in Buenos Aires was opened and a second office on Managua, Nicaragua, opened its doors. The branches are the fifth and sixth Bank of America offices to open in Latin America during 1969. They increase the bank's offices in Central and South America and the Caribbean to 50, located in 20 countries and territories.

COMPUTERS—The Gerber Scientific Instrument Co., South Windsor, Conn., has received a $700,000 contract for two automatic drafting/digitizing systems and accessories from Fiat, Turin, Italy. Fiat's automotive and aircraft divisions purchased similar systems which include automatic line followers, computer control, and drafting tables.

Newsletter

For the first issue in a new decade, some long-range views:

The growth of the American overseas business thrust is making it difficult to know "where business ends and foreign policy, political and economic, begins." So says Nathaniel Samuels of the State Department economic affairs section, who sees corporate activity affecting these issues: U.S. balance of payments, the world monetary system, global trade patterns, transfers of technology, organizational and managerial techniques, the industrial structures in many nations, extraterritorial extension of national laws and policies, and the level of aid to the developing nations.

And expect such effects to heighten, predicts a business analyst. Dr. Weldon B. Gibson of Stanford Research Institute offers the opinion that in the remainder of this century the single most important development in private business will be an accelerating trend toward internationalization. In the past 20 years, he noted, the annual output controlled by international investment has been growing twice as fast as world GNP. At this rate, he concludes, more than half of the world's economy will be internationalized by the year 2000.

What this can mean is submitted by a third observer watching the same trend. Tensions between international corporations and national governments will increase in the years ahead, says Charles B. Bear of Time, Inc. "Business everywhere is outgrowing national boundaries and, in so doing, is creating new tensions between the way the world is organized politically and the way it will be increasingly organized economically. . . . Great strides in communication, transportation and technology have broadened corporate opportunities. Yet the political framework remains, for the most part, unbending."

Another perspective is supplied in the recent declaration of the National Foreign Trade Convention, as it looked ahead and asked for "more realistic understanding of the dynamics of private enterprise and of the role of international business." The NFTC summed it up: "Realism is required on the part of all segments of the productive and distributive process, both within the industrialized and developing nations, facing up to the increasingly competitive character of world business."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

XUM

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the cover

Pick a day on the calendar—chances are four-to-one that it will be a holiday somewhere in the world. U.S. suppliers planning business trips abroad need to plan around holidays in the countries on their schedules. Travelers are advised to verify dates before making final arrangements. The holiday list, by country, is presented on pages 5-13. The cover is an artist's interpretation of the businessman's holiday calendar.

Jan. 5, 1970
Volume 76
Number 1

International Commerce

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Special Report

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IN FRANKFURT, the Pennsylvania mission gathered for briefing by officials at U.S. Consulate General before dividing into small teams to meet appointments with prospective investors.

Pennsylvania mission to Germany finds prospective investors for Commonwealth industrial activity

Ten-man team sees strong potential among businessmen in European cities visited; six German firms to visit State

A team of ten Pennsylvanians that visited Germany last month rounded up substantial interest among businessmen there in investing in the Commonwealth:

Six German companies planning to invest in the United States expect to visit Pennsylvania within the next six months; 12 other firms with an interest in overseas investment have been pinpointed for future follow-up; 22 firms with overseas operations have received information on the State; and its industrial opportunities have been publicized in the German business community.

The investment mission—comprised of industrial development experts, bankers, and government officials—was organized by the Governor's Committee of 100,000 Pennsylvanians in cooperation with the State's Department of Commerce. Robert M. Mumma, State Secretary of Commerce, was its leader. This was Pennsylvania's fourth industry-organized Government-approved mission—its first to focus primarily on investment for the Commonwealth.

Only a beginning

"The feeling of the participants was that our work had only scratched the surface," said John Acton, who accompanied the mission. Acton is the Pennsylvania Department of Commerce's Director for Port and International Trade Development.

"An effective program in Europe requires a full-time office there and the mission recommended that the State establish such an office to follow up these leads with direct contact," he said, continuing:

"A tremendous potential exists in Germany for overseas investment. The German businessman often has a great deal of misinformation about the United States and thus is hesitant to locate here. These missions help overcome this shortage of information.

"The Germans themselves provided valuable assistance and cooperation. They were positive in their attitude toward the United States and were interested in learning the facts.

"Lack of a sufficient labor force, incentives from the West German Government, a large supply of deutschemarks available for overseas investment, and interest in expansion make the German industrialist a good prospect."

Small teams

Although the major emphasis was on Germany—interviews were held in Frankfurt, Munich, Duesseldorf, Hamburg, and Stuttgart—some members also called on prospective investors in Paris and The Hague. For the most part, the mission divided into small teams for appointments—most of which were held in the factories of the prospects—and came together for breakfast briefings and group luncheons.

"The participants individually and the State Department of Commerce will immediately follow through with the six firms that plan to visit Pennsylvania," Acton reported. "The additional 12 firms that have a definite interest in investment in the United States but no immediate plans are important leads; the mission members expect to help them arrange visits to the United States."

Meetings with the other firms did not result in specific arrangements but provided an opportunity to explain some of the advantages of locating in Pennsylvania. Primarily, they were companies with existing overseas operations interested in obtaining information about Pennsylvania for their future expansion programs, he explained.

Two of the companies with whom the mission talked expect to announce construction of production facilities in Pennsylvania within the next six months, according to Acton. These plans had been under consideration for a number of months. The mission and its sponsors assisted in concluding arrangements—not in initiating the contacts—and are expediting the investment in the Commonwealth. One of these firms, in partnership with a Philadelphia concern, will produce finely machined parts. The other is installing extensive facilities for mining coal to be shipped to Germany.

Area offers brisk interest

"It is difficult to think of any other area in the world, including a comparable portion of the United States, where one could locate 40 firms interested in investment outside of their regular production areas and find six firms considering immediate

extra-territorial expansion," observed Acton.

Resumes of the interviews have been distributed to each mission member, he said. Follow-up action is to be coordinated by the Bureau of Industrial Development, Pennsylvania Department of Commerce.

Also, Acton reports, the State is considering a fifth trade mission—to Eastern Europe next year.

In addition to Director Mumma and John Acton, another State official served on the November mission: Frank Payne II, Director, Bureau of Business Services. Business participants were Fred Fuller, executive director of "100,000 Pennsylvanians," Harrisburg; Keery McAmbley, Washington Co. Industrial Development Agency, Washington (Pa.); William C. Nelson, Mellon National Bank & Trust Co., Pittsburgh; Charles E. Pancoast III, Philadelphia National Bank, Philadelphia; William Taylor, Jr., Area Development Department, Philadelphia Electric Co., Philadelphia; William Dawson, Gann-Dawson Publications, Scranton; and Hans Moeller, Shott Optical Glass Works, Duryea, Pa.

The Commonwealth's three earlier missions were to Europe in 1967, the Far East in 1968, and South America last spring. The 1968 mission alone has reported that $8.5 million worth of sales have resulted from its contacts to date.

Spanish firm gets loan from Eximbank for U.S. purchases

Authorization of a $2.3 million credit to Gas y Electricidad, S.A. (GESA), of Spain has been announced by the Export-Import Bank of the United States.

The loan is to help finance the purchase in the United States of equipment, machinery, materials, and services required for addition of three 40-megawatt thermal electric generating units to GESA's San Juan de Dios thermal power plant on the Island of Mallorca. Total cost of the project is estimated at approximately $16.7 million.

GESA purchases of U.S. products will include boiler and turbine-generator components, boiler feed pumps, control and instrumentation equipment, and erection supervision.

Established in 1927, GESA is government-owned and is the sole producer and distributor of electric energy in the Balearic Islands. Previous Eximbank authorizations to GESA in 1962 and 1966 totaled $5.7 million. The current loan will help finance the final stage in GESA's expansion program for a 200-megawatt total capacity, multi-unit, thermal generating station.

The $2.3 million loan is to be repaid in 14 semiannual installments beginning in November 1971, with interest at 6% per annum on outstanding balances, and is to be guaranteed by the Government of Spain.

AMA plans two seminars for international traders in New York next month

Two orientation seminars have been announced by the American Management Association for next month. Both will take place at AMA headquarters in New York.

The first, a study of Sources and Methods of Financing International Operations, will be held Feb. 2-4. Presentations will be made by representatives from multi-national business and financial institutions. Both government and private sources will be studied.

The second, on Fundamentals of Foreign Exchange for Beginners, is scheduled for Feb. 18-20 and is designed for corporate finance executives only.

Reservations may be made with the Seminar Registrar at the AMA Building. 135 West 50th St., New York 10020.

AN ALASKA TRADE MISSION traveled to Japan's northernmost island of Hokkaido recently to promote the sale of the State's products to the expanding northern Japanese market. Above, in the island's capital of Sapporo, the 12-member mission is pictured meeting with directors of the Federation of Chambers of Commerce of Hokkaido. Mission leader Governor Keith H. Miller (at flag) announced during the session that the first shipment of liquid natural gas from Alaska had arrived that morning at the port of Yokohama. Anchorage Mayor George Sullivan also accompanied the group on its tour abroad.

DISPLAYING THE "E" FLAG his company was awarded for boosting exports is Lewis S. Somers III, president, Extracorporeal Medical Specialties, Inc. At left, Henry J. Dempsey, Director, Philadelphia Commerce Field Office; right, Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development.

Medical supply firm receives 'E' award for boosting exports, increasing sales

Extracorporeal Medical Specialties employed international network of distributors and participation in U.S. Trade Center exhibitions

For increasing sales by approximately 500% in the last three years, for which the international marketing returns have risen from less than 20% to more than 33% of total sales, Extracorporeal Medical Specialties Inc., (EMS) received the Presidential "E" award for export expansion.

To accomplish the rise in sales, the Mt. Laurel, N.J. firm established and trained a world-wide network of distributors and participated in several international fairs, medical conferences and Department of Commerce U.S. Trade Center exhibitions.

Formed in 1964, the company concentrated in marketing products for extracorporeal circulation such as artificial kidneys and open heart surgery supplies.

First item a shunt

Their initial product was a silicone teflon shunt to be implanted in the arm of a patient with kidney failure, enabling him to be connected with the kidney machine. Part of the shunt was manufactured by the Holter Co., Bridgeport, Conn. EMS also acted as a manufacturers' representative for products which complemented their line.

In 1965 when EMS began to market its products on the international market, it faced the problem of selecting the proper channel to distribute their equipment. To accomplish this, the firm decided to work through a world-wide network of distributors who cater to the medical industry. In addition to international fairs and conferences, they also participated in U.S. Trade Center shows, such as the February 1968 Advanced Medical Equipment Exhibition in Milan where they signed distributors in Greece, Austria, Switzerland, France and Germany.

From marketing to production

In April 1967, EMS acquired the Holter Co., thus changing from a marketing oriented organization into a manufacturer. Products for neurosurgical uses and medical research are now included in the EMS line. They still produce silicone rubber products for other companies in the medical and aerospace fields.

To maintain close contact with their network of distributors, the head of EMS's International Department makes periodic visits to all representatives. Sales meetings to discuss problems and visits to salesmen are also made.

Seeking to still further their share of the international market for medical supplies EMS is now, through the Department, establishing a manufacturing facility in Europe to produce specialized products.

THE "E" AWARD WINNING FIRM has participated in an advanced medical equipment exhibition at the U.S. Trade Center in Tokyo (below), and at a similar show at the Trade Center in Milan.

Holidays in '70 are listed

Calendar for 120 nations shows about 300 days are official holidays somewhere in world

American businessmen traveling to foreign countries during 1970 might find themselves sitting around a hotel lobby for a day or two waiting for banks, offices and stores to open unless they have taken into consideration the commercial holiday schedules of the countries they are visiting.

A U.S. businessman arriving in Singapore on Feb. 6 or 7, for example, would be able to observe that country's celebration of the Chinese New Year but would find business operations at a standstill. A business visit to Kenya on Oct. 20 might prove frustrating because that date is Kenyatta Day in the East African country.

In fact, only for 66 days in 1970 will there be no commercial holidays somewhere in the world that will probably close both business and government offices in the celebrating countries.

Many of the commercial holidays, including those in Singapore and Kenya noted above, occur on different calendar dates from year to year. Holidays and even weekends often vary from country to country, and from region to region. For example only in Buenos Aires do Argentines honor San Martin de Tours, patron saint of the city. In Israel, business offices are closed on Saturday but Sunday is a working day.

Some holidays, of course, do not recur from one year to the next. The USSR, for example, will be observing the 100th anniversary of the birth date of Lenin on Apr. 22; although no official decision has yet been made to make this a holiday during which government offices will be closed, during the week of Apr. 22 businessmen will probably find it difficult to obtain appointments with Soviet organizations.

Other holidays may vary in duration as well as calendar date from one year to the next. Jan. 1 is usually Independence Day in Cameroon but, because 1970 is the tenth anniversary of independence, the date for the celebration day has been pushed back and the holiday extended to two days.

For many countries, such as those in the Moslem world, holiday dates can be only approximate because they are based on the lunar calendar. Note that references to the Moslem holidays vary in spelling from country to country and often vary in dates.

On this and following pages, commercial holidays are listed for more than 100 countries around the world. They are presented alphabetically within five regions: Europe, Western Hemisphere, Africa, Far East, and Near East/South Asia.

The list compiled from data assembled by Commercial Officers at U.S. Foreign Service Posts abroad, updates the calendar published in the Jan. 6, 1969, issue of INTERNATIONAL COMMERCE. Throughout the list, an asterisk indicates a movable holiday.

The calendar is intended as a working guide only. Corroboration of dates is suggested in final business travel planning.

Although U.S. holidays are not included in this schedule, they should also be considered when appointments are made with U.S. Commercial Officers abroad.

DURING THE CHRISTMAS SEASON this French department store is crowded with shoppers looking for bargains. U.S. goods are prominently displayed.

EUROPE

AUSTRIA—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Mar. 30. (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), *May 28 (Corpus Christi), Aug. 15 (Assumption), Oct. 26 (National Holiday), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

Regional holidays: Mar. 19 (St. Joseph), Tyrol, Carinthia; Sept. 24 (St. Rupert), Salzburg; Oct. 10 (holiday) Carinthia; Nov. 11 (St. Martin) Burgenland; Nov. 15 (St. Leopold's Day), Lower Austria.

BELGIUM—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), July 21-22 (National Holiday), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 2 (All Souls), Nov. 11 (Armistice Day), Nov. 15 (Dynasty—King's birthday), Dec. 25-26 (Christmas).

Specialized holidays: all metallurgical plants are closed Dec. 2, the day following the traditional holiday of St. Eloi, patron saint of metallurgical workers. The city of Binche celebrates its annual carnival Feb. 25-27.

BULGARIA—Jan. 1 (New Year's), Apr. 30 (half-holiday, preceding May Day), May 1-2 (May Day), May 24 (Education Day), Sept. 9-10 (Liberation Day), Nov. 6 (half-holiday before Oct. Revolution Day), Nov. 7 (Oct. Revolution Day), Dec. 31 (half-holiday before New Year's).

CZECHOSLOVAKIA—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), May 9 (1945 Liberation), Oct. 28 (National Day), Dec. 25-26 (Christmas).

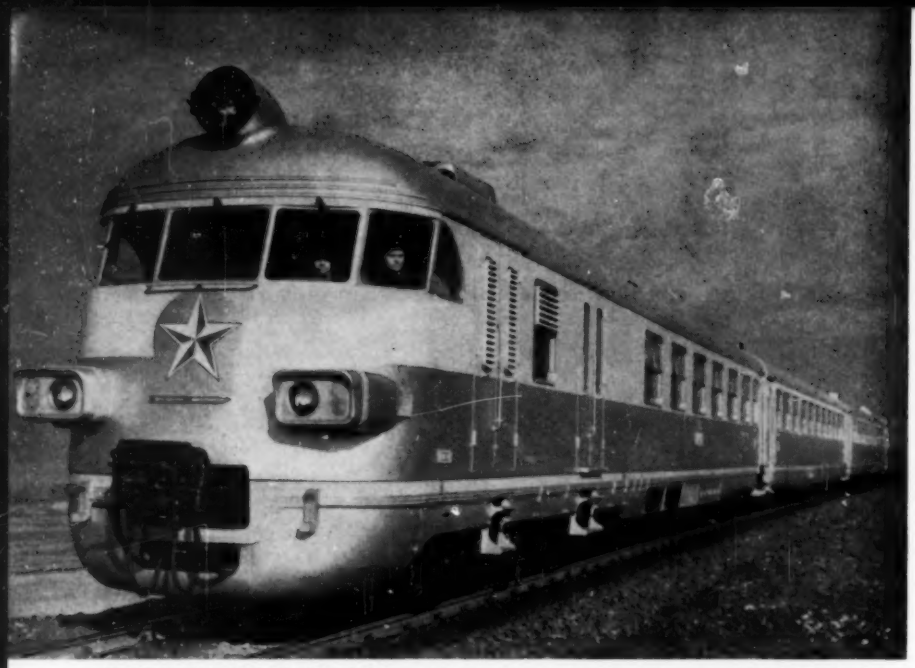
DENMARK—Jan. 1 (New Year's), *Mar. 26 (Maundy Thurs.), *Mar 27 (Good Friday), *Mar. 30 (Easter Monday), Apr. 24 (Prayer Day), *May 7 (Ascension), *May 18 (Whit Monday), June 5 (Constitution Day), Dec. 25 (Christmas), Dec. 26 (Second Christmas).

Many industries close at noon on Dec. 24 and May 1.

ENGLAND—*Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 25 (Bank Holiday), *Aug. 31 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

In addition, the Channel Islands observe May 9 (Liberation Day).
Note separate entries for Scotland, N. Ireland and Wales.

FINLAND—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Mar. 27 (Good Friday),



HOLIDAY TRAVELERS IN HUNGARY keep this train busy during the eight commercial holidays that close business and government offices in that country. The dates of those observances are included in this schedule.

*Mar. 30 (Easter Monday), May 1 (May Day), *May 7 (Ascension), *May 18 (Whit Monday), *June 20 (Midsummer's Day), *Oct. 31 (All Saints), Dec. 6 (Independence Day), Dec. 25-26 (Christmas). Banks are closed all day Dec. 24.

FRANCE—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit or Pentecost Monday), July 14 (Bastille Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

August is regarded in France as a poor month for conducting business, as most business firms are closed for vacation.

GERMANY—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), June 17 (Day of German Unity), *Nov. 18 (Repentance Day), Dec. 24—after 4 p.m. —(Christmas Eve), Dec. 25-26 (Christmas).

*Regional holidays: Jan. 6 (Epiphany), Baden-Wuerttemberg, Bavaria; *Feb. 9 (Rose Monday), Bonn, Cologne, and other Catholic areas celebrating Carnival; *May 28 (Corpus Christi), Hesse, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, and Catholic areas of Baden-Wuerttemberg and Bavaria; Aug. 15 (Assumption), Saarland, Catholic areas of Bavaria; Nov. 1 (All Saint's Day), Baden-Wuerttemberg, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, Catholic areas of Bavaria.*

GREECE—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Mar. 9 (Kathara Deftera), Mar. 25 (Independence Day), Apr. 21 (Panhelienic National Day), Apr. 24 (Good Friday), *Apr. 27 (Easter Monday), *Apr. 28 (half-holiday after Easter Monday), May 1 (May Day), May 21 (King's Name Day), *June 15 (Whit Monday), Aug. 15 (Assumption), Oct. 28 (Ohi Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—half-holiday).

Regional holidays: Mar. 7 (Dodecanese Accession Day), celebrated only on the Dodecanese Islands; Oct. 26 (St. Demetrios), only in Thessalonika; Nov. 30 (St. Andreas'), only in Patras.

HUNGARY—Jan. 1 (New Year's), Mar. 30 (Easter Monday), Apr. 4 (Liberation Day), May 1 (Labor Day), Aug. 20 (Constitution Day), Nov. 7 (October Revolution Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

ICELAND—Jan. 1 (New Year's), *Mar. 26 (Maundy Thursday), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *Apr. 23 (First day of summer), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), June 17 (Anniversary of Proclamation of Republic—1944), *Aug. 3 (Bank Holiday), Dec. 24 (Christmas Eve —half-holiday from noon), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—half-holiday from noon).

IRELAND—Jan. 1 (banks only), Mar. 17 St. Patrick's Day), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), June 1 (bank holiday), Aug. 3 (bank holiday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

ITALY—Jan. 1 (New Year's), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's), *Mar. 30 (Easter Monday), Apr. 25 (Liberation Day), May 1 (Labor Day), *May 7 (Ascension), *May 28 (Corpus Christi), June 2 (Founding of the Republic Day), June 29 (SS. Peter and Paul), Aug. 15 (Assumption), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen).

Local holidays: June 24 (St. John), celebrated in Turin, Florence, Genoa; July 15 (S. Rosalia), Palermo only; Sept. 19 (St. Gennaro), Naples only; Dec. 7 (St. Ambrose), Milan only.

LIECHTENSTEIN—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 2 (Candlemas), Mar. 19 (St. Joseph's Day), *Mar. 27 (Good Friday), *Mar. 28 (Holy Sat.), *Mar. 30 (Easter Monday), *May 7 (Ascension Day), *May 18 (Whit Monday), *May 28 (Corpus Christi), Aug. 15 (Assumption), Sept. 8 (Nativity), Nov. 1 (All Saints), Dec. 3 (St. Luke's Day), Dec. 8 (Immaculate Conception), Dec. 25-26 (Christmas).

LUXEMBOURG—Jan. 1 (New Year's), *Feb. 9 (Shrove Monday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), June 23 (Grand Duke's Birthday), Aug. 14 (for Assumption Day, Aug. 15), Sept. 7 (Fall Fair—Schobermess), Nov. 1 (All Saints), Nov. 2 (All Souls), Dec. 25-26 (Christmas).

MALTA—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Feb. 16 (St. Paul's Shipwreck), Mar. 19 (St. Joseph), *Mar. 27 (Good Friday), May 1 (St. Joseph the Worker), May 7 (Ascension), *May 28 (Corpus Chriti), June 29 (SS. Peter and Paul), Aug. 15 (Assumption), Sept. 8 (Great Siege Day), Sept. 21 (Independence Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

Business will moderate during Carnival, Feb. 7-10.

MONACO—Jan. 1 (New Year's Day), Jan. 27 (Sainte Devote), *Mar. 5 (Mi-Careme), *Mar. 27 (Good Friday—half-holiday), *Mar. 30 (Easter Monday), May 1 (May Day), *May 7 (Ascension Day), *May 18 (Pentecost Monday), *May 28 (Fete-Dieu), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 19 (National Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas Day).

NETHERLANDS—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), Apr. 30 (Queen's Birthday), May 5 (Liberation Day), *May 7 (Ascension), *May 18 (Whit Monday), Afternoon of Dec. 5 (St. Nicholas Eve), Dec. 25-26 (Christmas).

N. IRELAND—Mar. 17 (St. Patrick's Day), *Mar. 27 (Good Friday), Mar. 30 (Easter Monday), May 25 (Bank Holiday), July 12 (Orangeman's Day), Aug. 31 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Banks, schools and government offices are closed for St. Patrick's Day observance, but most businesses remain open.

NORWAY—Jan. 1 (New Year's), *Mar. 26 (Maundy Thurs.), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), May 17 (Constitution Day), *May 18 (Whit Monday), Dec. 24—half day, Dec. 25-26 (Christmas).

POLAND—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 28 (Corpus Christi), July 22 (National Day), Nov. 1 (All Saints), Dec. 25-26 (Christmas).

XUM

WORKMEN MAKE GIGANTIC FLOATS to parade through the streets of Estoril on the Portuguese Riviera during Mardi Gras. The international carnival is held on that fashionable coast every year.

PORTUGAL—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *May 28 (Corpus Christi), June 10 (Portugal Day), June 13 (St. Antonio), Aug. 15 (Assumption), Oct. 5 (Proclamation of Portuguese Republic), Nov. 1 (All Saints), Dec. 1 (Restoration of Portuguese Independence), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

ROMANIA—Jan. 1-2 (New Year's), May 1 (Labor Day), May 2 (Youth Day), Aug. 23-24 (Liberation Day).

SCOTLAND—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 25 (Bank Holiday), *June 2 (Whit Monday), *Aug. 3 (Bank Holiday), *Aug. 31 (Bank Holiday), Dec. 25 (Christmas).

SPAIN—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Mar. 26 (Maundy Thursday), *Mar. 27 (Good Friday), Apr. 1 (Victory Day—observed only by Gov't. offices and banks), May 1 (Labor Day), *May 7 (Ascension Day), *May 28 (Corpus Christi), June 29 (SS. Peter and Paul), July 18 (National Uprising Day), July 25 (Santiago Day), Aug. 15 (Assumption), Oct. 1 (Day of the Caudillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

*Local holidays: May 15 (St. Isidro) is celebrated in Madrid only; *Mar. 30 (Easter Monday), June 24 (St. John the Baptist Day), Sept. 24 (Our Lady of Mercy), and Dec. 26 (St. Stephen's Day) are celebrated in Barcelona only; June 19 (Liberation Day), and July 31 (St. Ignatius Day), are observed only in Bilbao. Saturdays, until 2 p.m., are working days in Spain.*

SWEDEN—Jan. 1 (New Year's), Jan. 6 (Three Kings Day), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), * June 19 (Midsummer Eve), *Oct. 31 (All Saints), Dec. 25 (Christmas), Dec. 26 (Second Day of Christmas).

Banks, offices and many government and commercial institutions probably will close early on Mar. 26, June 18, Oct. 30, Dec. 24, Dec. 31.

SWITZERLAND—Jan. 1 (New Year's), Jan. 2 (Barzelistag), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 7 (Ascension), *May 18 (Whit Monday), Aug. 1 (National Day—half holiday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

**Mar. 27 (Good Friday) is not observed in Ticino.*

Thirty other days are observed locally, of which the following are noteworthy for major business centers: Mar. 4, 6 (Carnival), Basel; April 22 (Sechselauten), Zurich; May 1, Basel, Zurich; Aug. 1 (Swiss National Day), half-holiday in major cities; Sept. 5 (Geneva Thanksgiving), Geneva; Sept. 9 (Knabenschiessen), Zurich; Dec. 31 (Restoration Day), Geneva.

U.S.S.R.—Jan. 1 (New Year's), Mar. 8 (Women's Day), Apr. 22 (100th Anniversary of Lenin's Birth), May 1-2 (May Day), May 9 (Victory over Fascism), Nov. 7-8 (October Revolution), Dec. 5 (Constitution Day).

WALES—*Mar 27 (Good Friday), Mar. 30 (Easter Monday), May 25 (Bank Holiday), Aug. 31 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day-Bank Holiday).

YUGOSLAVIA—Jan. 1-2 (New Year's), May 1-2 (Int'l Labor Day), July 4 (Fighters Day), Nov. 29-30 (Day of the Republic).

Regional holidays: July 7 (Liberation Day—Serbia), July 13 (Liberation Day—Montenegro), July 22 (Liberation Day—Slovenia), July 27 (Liberation Day—Croatia & Bosnia-Hercegovina), Oct. 11 (Liberation Day—Macedonia).

WESTERN HEMISPHERE

ARGENTINA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 9-10 (Carnival), *Mar. 26 (Holy Thurs.), *Mar. 27 (Good Friday), May 1 (Labor Day), May 25 (Anniversary of 1810 Revolution), *May 28 (Corpus Christi), June 20 (Flag Day), July 9 (Independence Day), Aug. 15 (Assumption), Aug. 17 (Death of Gen. San Martin), Oct. 12 (Columbus Day), Nov. 6 (Bank Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

Nov. 11 (St. Martin of Tours) is celebrated only in Buenos Aires.

BOLIVIA—Jan. 1 (New Year's Day), *Feb. 9-10 (Carnival), Mar. 23 (Day of the Sea), *Mar. 26 (Holy Thurs.), *Mar. 27 (Good Friday), May 1 (Labor Day), *May 28 (Corpus Christi), Aug. 5-7 (Independence Days), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 25 (Christmas).

Regional holidays: July 16 (La Paz Day) celebrated only in La Paz; Sept. 14 (Cochabamba Day); Sept. 24 (Santa Cruz Day).

BRAZIL—Jan. 1 (New Year's), Jan. 20 (St. Sebastian, Rio de Janeiro only), Jan. 25 (Sao Paulo Anniversary, Sao Paulo only), *Feb. 9-10 (Carnival), *Feb. 11 morning (Ash Wednesday), *Mar. 27 (Good Friday), Apr. 21 (Tiradentes), May 1 (Labor Day), *May 28 (Corpus Christi), Sept. 7 (Independence Day), Nov. 2 (All Souls), Nov. 15 (Proclamation of the Republic), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

CANADA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 18 (Queen's Birthday), July 1 (Dominion Day), *Sept. 7 (Labor Day), *Oct. 12 (Thanksgiving), Nov. 11 (Remembrance Day), Dec. 25 (Christmas).

*Regional holidays: Quebec Province only—Jan. 6 (Epiphany), *Feb. 11 (Ash Wednesday), *May 7 (Ascension), June 24 (St. John the Baptist Day), July 12 (Orangeman's Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception); Nova Scotia only—Jan. 11 (Sir John Macdonald's Day); Newfoundland only—Mar. 17 (St. Patrick's Day); Apr. 23 (St. George's Day), *June 23 (Discovery Day), July 12 (general holiday); Manitoba and Ontario only—*Aug. 3 (Civic Holiday); Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland, Prince Edward Island—Dec. 26 (Boxing Day). Such holidays as Easter Monday, Remembrance Day, Ash Wednesday, Ascension, All Saints and the Immaculate Conception are generally observed by the government and financial institutions but not by business firms.*

CHILE—Jan. 1 (New Year's), *Mar. 27 (Good Friday), May 1 (Labor Day), May 21 (Battle of Iquique), Sept. 18-19 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COLOMBIA—Jan. 1 (New Year's), Jan. 6 (Epiphany), Mar. 19 (St. Joseph), *Mar. 26 (Holy Thursday), *Mar. 27 (Good Friday), May 1 (Labor Day), May 7 (Ascension Day), *May 28 (Corpus Christi), *June 13 (Sacred Heart), June 29 (SS. Peter and Paul), July 20 (Independence Day), Aug. 7 (Battle of

THE MID-WINTER FIRE FESTIVAL held in Lerwick on the Shetland Islands, north of Scotland, is one of the most unusual customs in the British Isles.

SANTA CLAUS ARRIVES BY CRANE in Santiago, Chile. He's bringing toys for 3,000 children of employees of the Ministry of Public Works.

Boyaca), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COSTA RICA—Jan. 1 (New Year's), Mar. 19 (St Joseph), *Mar. 26 (Holy Thursday), *Mar. 27 (Good Friday), May 1 (Labor Day), May 28 (Corpus Christi), June 29 (SS. Peter and Paul), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

Although the week after Christmas is not a holiday, very little business is carried on then.

DOMINICAN REPUBLIC—Jan. 1 (New Year's), Jan. 6 (Epiphany; unofficial), Jan. 9 (National Census Day), Jan. 21 (Day of LaAltagracia), Jan. 26 (Duarte Day), Feb. 27 (Independence Day), *Mar. 27 (Good Friday), May 1 (Labor Day), May 16 (Election Day), *May 28 (Corpus Christi), Sept. 24 (Our Lady of Mercy), Dec. 25 (Christmas).

ECUADOR—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Feb. 9-10 (Carnival), *Mar. 26 (Holy Thurs.), *Mar. 27 (Good Friday), May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Simon Bolivar's Birthday), Aug. 10 (Independence Day), Oct. 9 (Guayaquil Independence), Oct. 12 (Columbus Day), Nov. 2 (All Souls), Nov. 3 (Cuenca Independence), Dec. 6 (Founding of Quito), Dec. 25 (Christmas).

EL SALVADOR—Jan. 1 (New Year's), Mar. 26-28 (Holy Week), May 1 (Labor Day), May 28, afternoon only (Corpus Christi), *Aug. 3-6 (Feasts of San Salvador), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls), Nov. 5, afternoon only (1st call to Independence), Dec. 25 (Christmas).

GUATEMALA—Jan. 1 (New Year's), *Mar. 26 (Holy Thursday), *Mar. 27 (Good Friday), *Mar. 28 (Holy Saturday), May 1 (Labor Day), June 30 (Army Day), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Oct. 20 (Revolution Day), Nov. 1 (All Saints), Dec. 24 (Christmas Eve—half-holiday), Dec. 25 (Christmas), Dec. 31 (New Year's Eve—half-holiday).

The above dates apply to government operations; the same holidays, with the exception of Columbus Day, are normally observed by private firms. Holidays falling on Saturdays, a half-workday for most government and private institutions, are normally observed on Saturday. Most towns outside the capital celebrate one or more festivals, usually saints' days.

HAITI—Jan. 1 (New Year's Day, Independence Day), Jan. 2 (Ancestors Day), *Feb. 10 (Mardi-Gras), *Mar. 26 (Holy Thursday), *Mar. 27 (Good Friday), Apr. 14 (Pan American Day), May 1 (Agriculture & Labor Day), *May 7 (Ascension), May 18 (Haitian Flag & University Day), May 22 (National Sovereignty Day), *May 28 (Corpus Christi), Aug. 15 (Assumption), Oct. 17 (Anniversary of death of Dessalines), Oct. 22 (Anniversary of Pres. Duvalier taking oath), Oct. 24 (U.N. Day), Nov. 1 (All Saints' Day), Nov. 2 (All Souls' Day), Nov. 18 (Anniversary of Battle of Vertieres, Armed Forces Day), Dec. 5 (Anniversary of Discovery of Haiti by Columbus), Dec. 25 (Christmas).

HONDURAS—Jan. 1 (New Year's), *Mar. 23-30 (Holy Week), May 1 (Labor Day), June 20 (Dia de San Pedro, San Pedro Sula only), July 14 (Day of Patriotism), Sept. 15 (Independence Day), Oct. 3 (Morazan), Oct. 12 (Columbus), Oct. 21 (Armed Forces Day), Dec. 25 (Christmas).

JAMAICA—Jan. 1 (New Year's), *Feb. 11 (Ash Wednesday), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 23 (Labor Day), *Aug. 3 (Independence Day), *Oct. 19 (National Heroes Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MEXICO—Jan. 1 (New Year's Day). Feb. 5 (Promulgation of Constitution), Mar. 21 (Juarez's Birthday), *Mar. 26-28 (Holy Week), May 1 (Labor Day), May 5 (Victory of Gen. Zaragosa), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Nov. 20 (Anniversary of the Revolution), Dec. 12 (Our Lady of Guadalupe's Day), Dec. 25 (Christmas).

Many offices do not open at all during Holy Week, Mar. 23-29. Sept. 1, the President's Address to Congress, is not an obligatory holiday but many offices close.

NICARAGUA—Jan. 1 (New Year's), * Mar. 23-29 (Holy Week), May 1 (Labor Day), May 27 (Army Day), Aug. 1 & 10 (St. Domingo), Sept. 14 (Battle of San Jacinto), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PANAMA—Jan. 1 (New Year's Day), *Feb. 10 (Carnival), Mar. 1 (Constitution Day), *Mar. 27 (Good Friday), May 1 (Labor Day), Oct. 11 (Anniversary of 1968 Revolution), Nov. 3 (Independence from Colombia), Nov. 4 (Flag Day), Nov. 10

DANCERS IN COLORFUL COSTUMES are shown celebrating a holiday in the old section of Panama City. Panamanians will observe a dozen commercial holidays in 1970, from New Year's to Christmas Day.

XUM

(Cry of Independence from Spain), Nov. 28 (Independence from Spain), Dec. 8 (Mother's Day), Dec. 25 (Christmas).

Oct. 1 (Presidential Inauguration) is observed every 4 years. Nov. 5 (Commemoration of the date the patriarchs of Colon supported independence from Colombia) is observed only in Colon.

PARAGUAY—Jan. 1 (New Year's Day), Feb. 3 (St. Blaise's Day), Mar. 1 (Heroes' Day), *Mar. 26 (Holy Thurs.), *Mar. 27 (Good Friday), May 1 (Labor Day), May 14-15 (Independence Day), *May 28 (Corpus Christi), June 12 (Peace of Chaco), Aug. 15 (Founding of Asuncion), Aug. 25 (Constitution Day), Sept. 29 (Victory of Boqueron), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Our Lady of Caacupe), Dec. 25 (Christmas).

PERU—Jan. 1 (New Year's), *Mar. 26 half-day (Holy Thursday), *Mar. 27 (Good Friday), May 1 (Labor Day), June 29 (SS. Peter & Paul), July 28-29 (National Independence Days), Aug. 30 (St. Rose of Lima), Oct. 9 (National Dignity Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

TRINIDAD & TOBAGO—Jan. 1 (New Year's Day), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 18 (Whit Monday), *May 28 (Corpus Christi), *Aug. 3 (Discovery Day), Aug. 31 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Eid ul Fitr (Moslem holiday) is celebrated sometime in Feb./Mar. and Divali (Hindu holiday) is celebrated sometime in Oct./Nov., depending upon lunar observance. Little business is conducted during the National Carnival, *Feb. 9-10.*

URUGUAY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 9-10 (Carnival), Mar. 23-28 (Holy Week), Apr. 19 (Crusade of the 33 Liberators), May 1 (Labor Day), May 18 (Battle of Las Piedras), June 19 (Artigas' Birthday), July 18 (Constitution Day), Aug. 25 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 8 (Blessing of the Waters), Dec. 25 (Christmas).

VENEZUELA—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 9-10 (Carnival) *Mar. 25 (Ash Wednesday—half-holiday), *Mar. 26 (Maundy Thursday), *Mar. 27 (Good Friday), *Mar. 28 (Holy Saturday), Apr. 19 (Declaration of Independence), May 1 (Labor Day), *May 28 (Corpus Christi), June 24 (Battle of Carabobo), July 5 (Independence Day), July 24 (Bolivar's Birthday), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 24 (Christmas Eve), Dec. 25 (Christmas), Dec. 31 (New Year's Eve—half-holiday).

Regional holidays: Feb. 3 (Sucre's Birthday), Cumana, State of Sucre; Mar. 10 (Vargas' Day), port of La Guaira; Mar. 19 (St. Joseph), port of Puerto Cabello, State of Carabobo; Sept. 8 (Coromoto), Las Piedras port, State of Falcon; Oct. 24 (Urdaneta's Birthday), Maracaibo, State of Zulia; Nov. 14 (General Anzoategui's Birthday), Puerto La Cruz, State of Anzoategui; Nov. 18 (Chiquinquira Day), Maracaibo, State of Zulia.

TRINIDAD'S ANNUAL CARNIVAL CELEBRATION, Feb. 9-10, includes elaborate costumes and a parade with scenes that rival those of a Hollywood spectacular. Little business is conducted during the festivities.

AFRICA

Note that the country reports in this and following sections reflect varying local spellings as well as varying local dates.

ANGOLA—Commercial holidays are the same as those for Portugal.

BOTSWANA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 7 (Ascension Day), *May 18 (Whit Monday), May 25 (President's Day), *June 8 (Commonwealth Day), *Aug. 3 (Bank Holiday), Sept. 30 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BURUNDI—Jan. 1 (New Year's Day), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), July 1 (Independence Day), Aug. 15 Assumption), Sept. 18 (Victory of Uprona Party), Oct. 13 (Murder of Hero of State Rwagasore), Nov. 2 (Monday after All Saints' Day), Nov. 30 (Anniversary of Revolution), Dec. 25 (Christmas), Dec. 27 (Umugamuro).

CAMEROON—Jan. 1 (New Year's), *Jan. 10-11 (Tenth Anniversary of Independence), Feb. 11 (Youth Day), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 2 (Labor Day), *May 7 (Ascension), May 18 (Pentecost Monday), Aug. 15 (Assumption), Oct. 1 (Reunification Day), Nov. 2 (Monday after All Saints Day), Dec. 10 (Human Rights Day), Dec. 25 (Christmas).

The dates are not yet determined for the End of Ramadan, which will occur some time in November, and the Fete du Mouton, which is held 70 days after the end of Ramadan.

CENTRAL AFRICAN REPUBLIC—Jan. 1 (New Year's), Mar. 29 (Anniversary of Death of 1st President, Barthelemy Boganda), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), May 14 (Anniversary of Installation of 1st Government), *May 18 (Pentecost), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 10 (Anniversary of 1st Election of Boganda to French Nat'l Assembly), Dec. 1 (Independence), Dec. 25 (Christmas).

CHAD—Jan. 1 (New Year's), *Jan. 11-12 (National Day), *Feb. or March (Aid el Kebir—70 days after Ramadan), *Mar. 30 (Easter Monday), May 1-2 (Labor Day), *May 7 (Ascension), *May 18 (Pentecost), May 25 (African Continent Liberation Day), *June-July (Mouloud el Nebi), Aug. 11 (Independence Day), Aug. 15 (Assumption), Nov. 1-2 (All Saints), Nov. 28 (Proclamation of the Republic), Dec. 25-26 (Christmas), *Dec. or Jan. (Aid el Seguir—end of Ramadan).

CONGO (K)—Jan. 1 (New Year's), Jan. 5 (Monday after Martyr of Independence Day), *Mar. 29 (Easter), May 1 (Labor Day), *May 7 (Ascension), May 20 (Anniversary of the Popular Movement of the Revolution), *May 18 (Pentecost), June 30 (Independence Day), Aug. 15 (Assumption), Nov. 2 (Monday after All

Saints'), Nov. 17 (Army Day), Nov. 24 (Anniversary of the New Regime), Dec. 25 (Christmas).

DAHOMEY—Jan. 1 (New Year's), *Feb. 23 (El Kabir), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Pentecost Monday), Aug. 1 (Independence Day), Aug. 15 (Assumption), Nov. 2 (All Saints), Dec. 25 (Christmas).

The date for Ramadan has not yet been determined.

ETHIOPIA—Jan. 7 (Christmas), *Jan. 19 (Epiphany), *Jan. 20 (St. Michael's Day), Feb. 19 (Martyrs of Yekatit), *Mar. 2 (Victory of the Battle of Adua), *Apr. 24 (Good Friday), *Apr. 27 (Easter Monday), May 5 (Emperor's return), July 23 (Emperor's Birthday), Aug. 22 (Assumption), Sept. 11 (Ethiopian New Year), Nov. 2 (Emperor's Coronation).

Dates of Christmas and Easter holidays vary from those listed for other countries because Ethiopian calendar differs from Gregorian.

GABON—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension Day), *May 18 (Pentecost Monday), Aug. 15 (Assumption), Aug. 17 (Independence), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

GAMBIA—Jan. 1 (New Year's Day), Feb. 18 (Independence Day), *Mar. 11 (Moslem New Year), *Mar. 20 (Ashoura), *May 21 (Prophet's Birthday), *Nov. 30 (Id El Fitr).

GHANA—Jan. 1 (New Year's), Feb. 24 (Liberation Day), Mar. 6 (Independence Day), *Mar. 27 (Good Friday), *Mar. 28 (Holy Saturday), *Mar. 30 (Easter Monday), *Aug. 3 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

GUINEA—Jan. 1 (New Year's), Mar. 1 (Guinean Franc Day), March (Tabaski), May 1 (May Day), June (Prophet's Birthday), Aug. 15 (Assumption), Sept. 28 (Referendum Day), Oct. 2 (Independence Day), Nov. 30 (Id El Fitr), Dec. 25 (Christmas), *end of Dec. (end of Ramadan).

Government and business offices are open half-days on Fridays, the Moslem Sabbath.

IVORY COAST—Jan. 1 (New Year's), *Feb. 16-approx. (Tabaski), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Pentecost), Aug. 7 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), *Nov. 30-approx. (End of Ramadan), Dec. 25 (Christmas).

KENYA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), May 1 (Labor Day), June 1 (Madaraka Day), *Aug. 3 (Bank Holiday), *Oct. 20 (Kenyatta Day), Dec. 12 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

LESOTHO—Jan. 1 (New Year's), Mar. 12 (Founder's Day), Mar. 27 (Good Friday), Mar. 30 (Easter Monday), May 2 (King's Birthday), May 7 (Ascension Day), May 24 (Commonwealth Day), July 6 (Family Day), Aug. 3 (National Tree Planting Day), Oct. 5 (National Sports Day), Dec. 25 (Christmas Day), Dec. 26 (Boxing Day).

LIBERIA—Jan. 1 (New Year's), Jan. 7 Pioneers' Day), Feb. 11 (Armed Forces Day), *Mar. 11 (Decoration Day), Mar. 16 (J. J. Roberts Day), *Apr. 10 (Day of Fasting & Prayer), May 14 (Unification Day), May 25 (Africa Liberation Day), July 27 (Day following Independence Day), Aug. 24 (Flag Day), *Nov. 4 (Thanksgiving Day), Nov. 30 (Day following President's Birthday), Dec. 1 (Matilda Newport Day), Dec. 25 (Christmas).

LIBYA—*Feb. 19 (Id El Adha), Mar. 11 (Moslem New Year), *Mar. 20 (Ashoura), *May 21 (Prophet's Birthday), Sept. 1 (Revolution Day), *Oct. 1 (Feast of Miraaj), *Oct. 22 (Mid Sha'Baan), *Nov. 30 (Id El Fitr).

MALAGASY REPUBLIC—Jan. 1 (New Year's), Mar. 29 (Commemoration of the 1947 Revolt), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension Day), *May 18 (Whit Monday), May 25 (Africa Liberation Day), June 26 (Independence Day), Aug. 15 (Assumption), Oct. 14 (National Day), Nov. 1 (All Saints), Dec. 25 (Christmas).

Holiday schedule for the Malagasy Republic not yet confirmed; dates may vary slightly.

MALAWI—Jan. 1 (New Year's), Mar. 3 (Martyr's Day), *Mar. 27 (Good Friday), *Mar. 28 (Easter Saturday), *Mar. 30 (Easter Monday), May 14 (Kamuzu Day), July 6 (Republic Day), Aug. 3 (Bank Holiday), Oct. 17 (Mother's Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MALI—Jan. 1 (New Year's), Jan. 20 (Military Day), *Mar. 30 (Easter Monday), May 1 (Labor Day), May 25 (Day of Africa), Sept. 22 (Independence Day), Dec. 25 (Christmas).

The dates of these Moslem holidays have not yet been determined for 1970: Tasbaski, Mouloud, Korite.

MOROCCO—Jan. 1 (New Year's), Mar. 3 (Feast of the Throne), *Apr. 21-22 (Passover), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Whit Monday), Aug. 15 (Assumption), *Oct. 1 (Rosh Hashana), *Oct. 10 (Yom Kippur), Nov. 1 (All Saints), Nov. 18 (Independence Day), Dec. 25 (Christmas).

The following are approximate dates for Moslem holidays, which cannot be fixed in advance: Feb. 19 (Aid el Kebir). Mar. 11 (Moslem New Year), Mar. 20 (Achoura), May 21 (Mouloud), Nov. 30 (Aid el Fitr). Banks are closed the afternoons of Feb. 18, May 20, Aug. 14, Oct. 9. During the Moslem month of Ramadan, running approximately from Nov. 1 to Nov. 30, banks are open from 9:30 a.m. to 2 p.m.; Moroccan Gov't offices, 9 a.m.-2 p.m. The above list includes Moslem, Christian and Jewish holidays observed by the banks, but not all are observed by all businesses or government agencies.

MOZAMBIQUE—Same as for Portugal.

NIGER—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension Day), *May 18 (Pentecost Monday), Aug. 3 (Independence Day), Aug. 15. (Assumption Day), Nov. 2 (All Saints), Dec. 18 (Republic Day), Dec. 25 (Christmas).

Three Moslem holidays depend upon the lunar calendar: Tobaski, Mouloud, Korite.

NIGERIA—Jan. 1 (New Year's), *Feb. 16-17 (Ed-El-Kabir), Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *May 18 (Ed-El-Maulud), Oct. 1 (National Day), *Nov. 30-Dec. 1 (Ed-El-Fitri), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

RWANDA—Jan. 1 (New Year's), Jan. 28 (Democratic Day), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension), July 1 (Independence Day), Sept. 25 (National Assembly Day), Oct. 10 (Proclamation of Human Rights), Oct. 26 (Gov't Day), Nov. 24 (Justice Day), Dec. 25 (Christmas).

SENEGAL—Jan. 1 (New Year's), *Mar. 30 (Easter Monday), Apr. 4 (National Day), May 1 (Labor Day), *May 7 (Ascension), *May 18 (Pentecost), July 14 (African Community Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).

The dates of these three Moslem holidays have not yet been determined: Mouloud Day, Tabaski, Korite.

TUNISIA'S YOUTH HOLIDAY on June 2 is occasion for merrymaking that includes folk dancers in traditional costumes. The day is one of several official commercial holidays in the country.

SIERRA LEONE—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), Apr. 27 (Independence Day), *May 18 (Whit Monday), Aug. 3 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

In addition, three movable Moslem holidays, the dates of which cannot be fixed in advance, will be observed as public holidays: The Feasts of Eid-Ul-Fitri, Eid-Ul-Adha, Moulid-Un-Nabi.

SOMALIA—*Feb. 19 (Feast of Arafa), *Mar. 11 (Islamic New Year), May 1 (Labor Day), May 25 (African Solidarity Day), July 1 (Independence Day), Oct. 12 (Flag Day), Oct. 24 (U.N. Day), *Nov. 30-Dec. 1 (Idd-el-Fitr).

SOUTH AFRICA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *Apr. 6 (Van Riebeeck Day), *May 7 (Ascension), June 1 (Republic Day), *July 13 (Family Day), *Sept. 7 (Settlers Day), Oct. 10 (Kruger Day), Dec. 16 (Day of the Covenant), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOUTHERN RHODESIA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 28 (Holy Sat.), *Mar. 30 (Easter Monday), *May 18 (Whit Monday), *July 13 (Rhodes Day), *July 14 (Founders Day), Sept. 12 (Pioneer Day), *Oct. 20 (Republic Day), Nov. 11 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SUDAN—Jan. 1 (Independence and New Year's), Feb. 15-20, (Kurban Bairam), *Mar. 11, estimated (Moslem New Year), *Apr. 1, estimated (Sham El Nassem), *May 21, estimated (Prophet's Birthday), Oct. 21 (Revolution Day), *Nov. 30, estimated (Ramadan Bairam), Dec. 25 (Christmas).

SWAZILAND—Jan. 1 (New Year's), Mar. 27 (Good Friday), Mar. 30 (Easter Monday), Apr. 25 (Flag Day), May 7 (Ascension Day), May 18 (Whit Monday), June 8 (Commonwealth Day), July 13 (Reed Dance Day), Sept. 6 (Independence Day), Oct. 5 (Arbor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 27 (Incwala Day).

TANZANIA—Jan. 12 (Zanzibar Revolution Day), Feb. 17, estimated (Id-el-Haj), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), Apr. 26 (Union Day), May 1 (Int'l Workers Day), *May 18, estimated (Maulid), July 7 (Saba Saba Day), Dec. 9 (Independence & Republic Day), *Nov. 30-Dec. 1, estimated (Id-el-Fitr), Dec. 25 (Christmas).

TOGO—Jan. 1 (New Year's), Jan. 13 (National Liberation Day), *Mar. 30 (Easter Monday), Apr. 27 (Independence Day), May 1 (Labor Day), *May 7 (Ascension Day), *May 18 (Pentecost), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).

TUNISIA—Jan. 1 (New Year's), Jan. 18 (Remembrance Day), *Feb. 19 (Aid El Kebir), *Mar. 11 (Ras El Am El Hejeri), Mar. 20 (Independence Day), Apr. 9 (Martyrs' Day), May 1 (Labor Day), *May 21 (Prophet's Birthday), June 1 (Victory Day), June 2 (Youth Day), July 25 (Republic Day), Aug. 3 (President's Birthday), Oct. 25 (Evacuation of Bizerte), *Nov. 30 (Aid Seghir).

SHOPPERS IN A HOLIDAY MOOD rush into a Tokyo department store as soon as the door opens during a celebration period in Japan. The country has 12 holidays that close business and government offices.

UGANDA—*Mar. 27 (Good Friday), *Mar. 29 (Easter), May 1 (Labor Day), Oct. 9 (Independence Day), *Nov. 30-Dec. 1 (Id-el-Fitr), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

UPPER VOLTA—Jan. 1 (New Year's), Jan. 2 (Anniversary of 1966 Coup), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 7 (Ascension Day), *May 18 (Pentecost Monday), *June 2 (Whit Tuesday), *Aug. 15 (Assumption), Nov. 2 (All Saints), Dec. 11 (Independence Day), Dec. 25 (Christmas).

Three Moslem holidays depend upon the lunar calendar: Tabaski, Mouloud, Korite.

ZAMBIA—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 28 (Holy Saturday), *Mar. 30 (Easter Monday), May 1 (Labor Day), *May 18 (Whit Monday), May 25 (Africa Freedom Day), July 6 (Heroes Day), July 7 (Unity Day), Aug. 10 (Youth Day), Oct. 24 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

FAR EAST

AUSTRALIA—Jan. 1 (New Year's), *Jan. 26 (Australia Day), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), Apr. 25 (ANZAC Day), Dec. 25 (Christmas), Dec. 26 and 28 (Boxing Day).

*Regional holidays: *Mar. 2 (Labor Day), Western Australia and Tasmania; *Mar. 9 (Labor Day), Victoria; Apr. 29 (Captain Cook Bi-Centenary), New South Wales; *May 4 (Labor Day), Queensland, Northern Territory; *June 1 (Foundation Day), Western Australia; *June 15 (Queen's Birthday), all States except Western Australia; *Aug. 3 (bank holiday), Australian Capital Territory, New South Wales; *Aug. 12 (Exhibition Day), Queensland; Sept. 24 (Show Day), Western Australia and Victoria; *Oct. 5 (Labor Day), A.C.T. and New South Wales; *Oct 12 (Queen's Birthday), Western Australia and (Labor Day), South Australia; *Nov. 3 (Cup Day), Victoria; *Dec. 28 (Proclamation Day), South Australia.*

CAMBODIA—Jan. 1 (New Year's), Feb. 4 (Festival of Genies), *Feb. 6-7 (Chinese New Year), Apr. 12-13 (Chaul Chhnam), May 6 (Constitution Day), Oct. 10 (Water Festival), Oct. 24 (United Nations Day), Nov. 10 (Independence Day), Dec. 25 (Christmas).

HONG KONG—Jan. 1 (first weekday in Jan.), *Feb. 6-9 (Chinese New Year), *Mar. 27 (Good Friday), *Mar. 28 (day following Good Friday), *Mar. 30 (Easter Monday), Apr. 6 (the day following the Ching Ming Festival), *Apr. 21 (Queen's Birthday), *June 8 (Tuen Ng Festival), July 1 (first weekday in July), *Aug. 3 (first Monday in August), *Aug. 31 (Liberation Day), *Sept. 16 (day following Chinese Mid-Autumn Festival), *Oct. 8 (Chung Yeung Festival), Dec. 25-26 (Christmas).

INDONESIA—Jan. 1 (New Year's), *Feb. 17 (End of Fasting of Pilgrims), *Mar. 9 (Moslem New Year), *May 7 (Ascension of Christ), *May 18 (Mohammed's Birthday), Aug. 15 (St. Mary's Day), Aug. 17 (Independence Day), *Sept. 28 (Ascension of Mohar..med), *Nov. 30-Dec. 1 (End of Lebaran Fast), Dec. 25 (Christmas).

JAPAN—Jan. 1 (New Year's), Jan. 15 (Adult's Day), Feb. 11 (Nat'l Foundation Day), *Mar. 21 (Vernal Equinox Day), Apr. 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 15 (Respect for the Aged Day), *Sept. 23 (Autumnal Equinox Day), Oct. 10 (Physical Culture Day), Nov. 3 (Culture Day), Nov. 23 (Labor Thanksgiving Day).

KOREA—Jan. 1-3 (New Year's), Mar 1 (Independence Movement Day), Mar. 10 (Labor Day), Apr. 5 (Arbor Day), June

6 (Memorial Day), July 17 (Constitution Day), Aug. 15 (Independence Day), Sept. 15 (Lunar Moon Festival), Oct. 3 (National Foundation Day), Oct. 9 (Korean Alphabet Day), Oct. 24 (UN Day), Dec. 25 (Christmas).

LAOS—Jan. 1 (New Year's), *Feb. 6-8 (Chinese New Year), *Feb. 21 (Buddhist All Saints' Day), Mar. 23 (Army Day), *Apr. 13-16 (Lao New Year), *May 1 (Labor Day), May 11 (Constitution Day), *July 18 (Beginning of Buddhist Lent), *July 19 (Independence Day), *Aug. 31 (Rice Growing Day), *Sept. 15 (Rice Donation Day), *Oct. 15 (End of Buddhist Lent), *Oct. 16 (Boat Race Day), *Nov 11-14 (That Luang Festival).

MALAYSIA—Jan. 1 (New Year's), Feb. 6-7 (Chinese New Year), *Feb. 16 (Hari Raya Haji) (17, Sarawak), *May 17 (Birthday of Prophet Muhammad) (Sarawak on May 18), June 3 (Birthday of H.M. Yang di-Pertuan Agong), Aug. 31 (Malaysia Day), Dec. 25 (Christmas).

*Regional holidays: Jan. 22 (Thaipusam), Penang; Mar. 10 (Birthday of H.R.H. Sultan of Selangor), Selangor; *Mar. 27 (Good Friday), East Malaysia; *Mar. 28 (Easter), Selangor; *Mar. 30 (Easter Monday), East Malaysia; May 19 (Wesak), West Malaysia; June 1, 2 (Dayak Festival), Sarawak; July 6 (Birthday of H.E. Governor of Sarawak), Sarawak; *Oct. 29 (Deepavali), West Malaysia; Nov. 29-30 (Hari Raya Puasa), West Malaysia—Nov. 30-Dec. 1, East Malaysia; Dec. 22 (Birthday of H.E. Governor of Penang), Penang; Dec. 26 (Boxing Day), East Malaysia.*

NEW ZEALAND—Jan. 1 (New Year's), *Mar. 27 (Good Friday), *Mar. 30 (Easter Monday), *June 1 (Queen's Birthday), *Oct. 26 (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Regional holidays: *Jan. 19 (Wellington Day), *Jan. 26 (Auckland Day), Dec. 25-Jan. 17, businesses operate with a minimal staff.*

PHILIPPINES—Jan. 1 (New Year's), Mar. 22 (Aguinaldo Day), *Mar. 26 (Holy Thurs.), *Mar. 27 (Good Friday), Apr. 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Republic Day), Nov. 1 (All Saints), Nov. 10 (Election of Delegates to Constitutional Convention), Nov. 30 (National Heroes' Day), Dec. 25 (Christmas), Dec. 30 (Rizal's Day).

Regional holidays: Jan. 6 (Quezon City Day), Quezon City; June 24 (Manila Day), Manila; Aug. 16 (Pasay City Day), Pasay City; Aug. 29 (Battle of Pinaglabanan), San Juan, Rizal.

SINGAPORE—Jan. 1 (New Year's), *Feb. 6-7 (Chinese New Year), *Feb. 16 (Hari Raya Haji), *Mar. 27 (Good Friday), May 1 (Labor Day), May 19 (Vesak Day), Aug. 10 (National Day), Oct. 28 (Deepavali), *Nov. 30 (Hari Raya Puasa), Dec. 25 (Christmas).

SOUTH VIET-NAM—Jan. 1 (New Year's Day), *Feb. 6-8 (Lunar New Year—Tet), May 23 (Trung Sisters Anniversary), Apr. 26 (Hung-Vuong Anniversary), May 1 (Labor Day), *May 7 (Ascension Day), *May 30 (Buddha's Birthday), Aug. 15 (Assumption), Oct. 1 (Commemoration of the death of Tran Hung Dao), *Sept. 28 (Confucius Anniversary), Nov. 1 (Anniversary of the Revolution), Nov. 2 (Memorial Day), Dec. 25 (Christmas).

TAIWAN—Jan. 1-2 (New Year's Day), *Feb. 6-7 (Chinese New Year—Spring Festival), Mar. 29 (Youth Day), *June 8 (afternoon only, Dragon Boat Festival), Sept. 15 (afternoon only, Mid-Autumn Festival), Sept. 28 (Confucius' Birthday—Teachers' Day), Oct. 10 (National Day), Oct. 25 (Taiwan Restoration Day), Nov. 12 (Dr. Sun Yat-sen's Birthday), Dec. 25 (Constitution Day).

Oct. 31 (Pres. Chiang Kai-shek's Birthday) is not an official holiday, but widely observed. In addition, many non-official and religious holidays are celebrated by various segments of the population. While businesses are not closed, businessmen may not be available. Most businesses will be closed following Chinese New Year through Feb. 10.

THAILAND—Jan. 1 (New Year's Day), *Feb. 6 (Chinese New Year—No Government Holiday), *Feb. 20 (Makha Bucha), *Apr. 6 (Chakri), *Apr. 13 (Songkran), May 1 (Labor Day—No Government Holiday), May 5 (Coronation Day), May 8 (Ploughing Ceremony—No Government Holiday), May 19 (Visakha Bucha), July 1 (Midyear Holiday—No Government Holiday), *July 20 (Asalaha Bucha—Buddhist Lent), Aug. 12 (Queen's Birthday), Oct. 23 (Chulalongkorn Day), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day), Dec. 25 (Christmas—No Government Holiday), Dec. 31 (New Year's Eve).

Business firms are closed, government offices open on Feb. 6 (Chinese New Year); July 1 is a bank holiday; Dec. 25, holiday for banks, foreign businesses.

THIS MOSQUE IS VISITED on religious holidays in Saudi Arabia. The holiday dates given in this schedule for many Moslem countries are approximate because they are based on the lunar calendar.

NEAR EAST-SOUTH ASIA

AFGHANISTAN—*Feb. 14-17 (Eid al-Qorban), Mar. 21 (New Year's), *Mar. 18 (Ashura), May 27 (Independence Day), Aug. 23-25 (Independence Festival), Aug. 31 (Pushtunistan Day), Sept. 9 (National Assembly Day), Oct. 15 (Deliverance Day), *Dec. 1-3 (Eid al-Fetr).

The regular weekend holiday is from Thursday noon through Friday. Saturday and Sunday are regular workdays.

BURMA—Jan. 4 (Independence Day), Feb. 12 (Union Day), *Mar. 2 (Peasants' Day and Full Moon of Tabaung), Mar. 27 (Armed Forces Day), *Apr. 13-15 (Water Festival Day), *Apr. 16 (New Year's), *Apr. 30 (Full Moon of Kason), May 1 (Workers' Day), July 19 (Martyrs' Day), *July 29 (Full Moon of Waso), *Oct. 26 (Full Moon of Thadingyut), *Nov. 24 (Full Moon of Tazaungmon), *Dec. 4 (National Day), Dec. 25 (Christmas).

CEYLON—Jan. 1 (National Heroes' Day), *Jan. 14 (Tamil Thai Pongal Day), Feb. 4 (Independence Commemoration Day), *Feb. 17 (Id-ul-Azha, Hajj Festival), *Mar. 6 (Maha Sivarathi Day), *Mar. 27 (Good Friday), *Mar. 29 (Easter), Apr. 13-14 (Sinhala and Tamil New Year), May 1 (May Day), *May 18 (Prophet's Birthday), *May 20-21 (Wesak), *Oct. 29 (Deepavali), Nov. 29 (to avoid a six-day week), *Dec. 1 (Ramazan, Id-ul-Fitr), Dec. 25 (Christmas).

Poya Days are the national weekly holidays in Ceylon, occurring every seven and a fraction days, and therefore change from week to week. Poya Days occur in 1970 on: Jan. 7, 15, 22, 30; Feb. 6, 14, 21, 28; March 7, 15, 22, 30; April 6, 21, 28; May 5, 13, 28; June 4, 12, 19, 26; July 3, 11, 18, 25; Aug. 1, 9, 16, 23, 31; Sept. 8, 15, 22, 29; Oct. 7, 14, 22; Nov. 6, 13, 21, 28; Dec. 5, 12, 20, 27.

The weekend in Ceylon is pre-Poya Day and Poya Day. The U.S. Embassy, however, is closed on Sundays and Poya Days and open on pre-Poya.

INDIA—Jan. 1 (New Year's), Jan. 26 Republic Day), *Feb. 17 (Idu'z-Zuha), *Mar. 6 (Maha Sivaratri), *Mar. 19 (Muharram), *Mar. 23 (Holi), *Mar. 27 (Good Friday), Apr. 13 (Baisakhi), *Apr. 15 (Ramanavami), *May 21 (Buddha (Purnima), Aug. 15 (Independence Day), *Aug. 17 (Raksha Bandhan), *Aug. 24 (Janamshtami), Oct. 2 (Mahatma Gandhi's Birthday), *Oct. 8-9 (Dussehra), *Oct. 29 (Diwali), *Oct. 31 (Govardhan Puja), *Nov. 13 (Guru Nanak's Birthday), *Dec. 1 (Id-ul-Fitr), Dec. 25 (Christmas).

IRAN—*Jan. 4 (Rehlat Hazrat Emam Djafar Sadegh), *Jan. 19 (Milad Hazrat Emam Reza), *Feb. 17 (Ide Ghorban), *Feb. 25 (Ide Ghadir Khom), Mar. 18 (Ashura), Mar. 21-22 (New Year—No-Ruz Holidays), Apr. 2 (Sizdeh 13th day of No-Ruz), May 5 (Rehlat Hazrat Rassul & Shahadat Hazrat Emam Hassan), Aug. 5 (Constitution Day), Sept. 29 (Mabass), Oct. 17 (Birthday of Eleventh Emam), Oct. 26 (Shah's Birthday), Nov. 21 (Martyrdom of Emam Ali), Dec. 1 (Id-ul-Fitr), Dec. 25 (Death of Imam Ja'afar Sadegh).

The weekend in Iran is from Thursday noon through Friday.

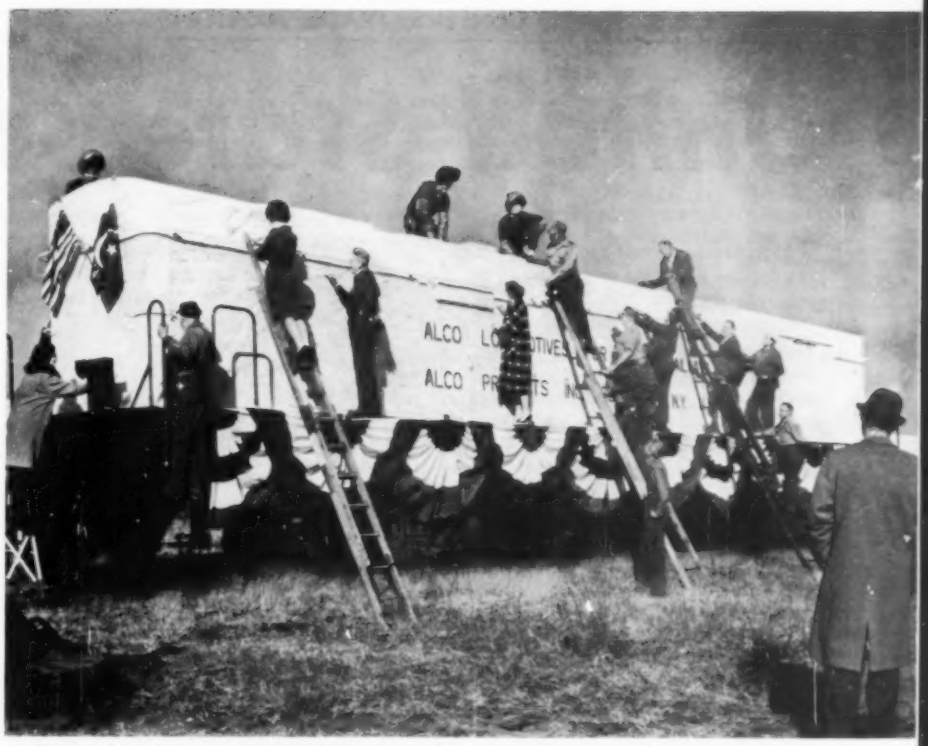
ISRAEL—*Apr. 21 (First Day of Passover), *Apr. 27 (Last Day of Passover), *May 11 (Independence Day), *June 10 (Pentecost), *Oct 1 (First Day of Rosh Hashana), *Oct. 2 (Second Day of Rosh Hashana), *Oct 10 (Yom Kippur), *Oct. 15 (First Day of Succoth), *Oct. 22 (Last Day of Succoth).

On Fridays, and days preceding holidays, businesses close at 1 p.m. Sundays are working days in Israel and on Saturdays all businesses are closed.

JORDAN—Jan. 1 (New Year's Day), Jan. 15 (Arbor Day), Jan. 17 (Arab Summit Conference Day), *Feb. 24 (Id al-Adha), Mar. 8 (King's Coronation), *Mar. 15 (Moslem New Year), Mar. 22 (Arab League Day), May 25 (Independence Day), *May 26 (Prophet's Birthday), Aug. 11 (Coronation Day), *Oct. 6 (Ascension of the Prophet), Nov. 13 (Arab Renaissance Day), Nov. 14 (King's Birthday), *Dec. 6 (Id al-Fitr), Dec. 25 (Christmas).

KUWAIT—Jan. 1 (New Year's Day), Feb. 25 (National Day), *Feb. 26 (Id al-Adha), Mar. 19 (Moslem New Year), *Dec. 10 (Id al-Fitr).

LEBANON—Jan. 1 (New Year's), *Feb. 16 (Feast of Al-Adha), *Mar. 8 (Moslem New Year), *Mar. 17 (Ashoura), *Mar. 22 (Arab League Day), *Mar. 27 (Good Friday-Catholic), *Mar. 30 (Easter Monday-Catholic), *Apr. 24 (Good Friday-Greek Orthodox), *Apr. 27 (Easter Monday-Greek Orthodox), May 1 (Labor Day), May 6 (Martyr's Day), May 7 (Ascension), *May 17 (Prophet's Birthday), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 22 (Independence Day), Nov. 29. (Feast of Ramadan), Dec. 25 (Christmas).



AN OFFICIAL HOLIDAY WASN'T NECESSARY as an occasion when railroad workers in Pakistan received this giant greeting card from employees of Alco Products, Inc. Schenectady, N.Y. The occasion for this gesture of friendship was the 200th diesel locomotive built by Alco for Pakistan over a ten-year pe iod.

NEPAL—*Jan. 11 (King Prithvi Narayan' Shah's Birth Anniversary), *Feb. 10 (Basant Panchami), Feb. 18 (Democracy Day), *Mar. 6 (Shivaratri), Mar. 22 (Fagu-Holi), Apr. 13 (New Year's), Apr. 14 (Chaitra Astami), *Apr. 15 (Ram Navami), *Apr. 21 (Buddha Jayanti), June 12 (King's Birthday), Aug. 17 (Janai Purnima), *Aug. 24 (Krishna's Birthday), Oct. 1 (Ghatasthapana), *Oct. 7-14 (Dasain), *Oct. 30-Nov. 1 (Tihar), Dec. 16 (Constitution Day).

*Oct. 24 (UN Day) is a half-holiday. The following are half-holidays in the Kathmandu Valley: Jan. 29 (Martyr's Day), *Apr. 15 (Ghode Yatra), Aug. 18 (Gai Yatra), Sept. 14 (Indra Yatra). The following are holidays for women only: Mar. 8 (Women's Day), Aug. 20 (Queen Ratna's Birthday), *Sept. 4 (Tiji), *Sept. 6 (Rishi Panchami). All dates after Apr. 13, the Nepalese New Year's Day, should be regarded as tentative.*

PAKISTAN — *Feb. 17-18 (Id-ul-Azha), *Mar. 19 (Muharram [Ashura]), Mar. 23 (Pakistan Day), *May 18 (Id-i-Milad-un-Nabi), July 1 (bank holiday), Aug. 14 (Independence Day), Sept. 7 (Defense of Pakistan Day, in lieu of the regular date, Sept 6, which falls on Sunday), Sept. 11 (Death Anniversary of Quaid-i-Azam), *Nov. 27 (Jumatul Wida), *Dec. 1-2 (Id-ul-Fitr), Dec. 25 (Birthday of Quaid-i-Azam and Christmas), Dec. 31 (bank holiday).

SAUDI ARABIA—*Feb. 12-Feb. 20 (Id-al Adha), Sept. 23 (National Day), *Oct. 29-Nov. 28 (Ramadhan), *Nov. 28-Dec. 3 (Id-al-Fitr).

With the exception of National Day, the above dates are approximate; they are based on the lunar calendar. Although the month of Ramadan is not a holiday, there is considerable interruption of business activity.

TURKEY—Jan. 1 (New Year's), Feb. 17-20 (Feast of the Sacrifice), Apr. 23 (National Sovereignty and Children's Day), May 1 (Spring Day), May 19 (Youth and Sports Day), May 27 (Freedom and Constitution Day), Aug. 30 (Victory Day), Oct. 29-30 (National Day), Dec. 1-3 (Feast of Sugar).

Half-day holidays (p.m. only) are: Apr. 22, May 26, Oct 28, and Dec. 31. When a legal holiday ends on a Friday, the next day also is recognized as a holiday.

UNITED ARAB REPUBLIC—*Feb. 27 (Feast of al-Adah), *Mar. 19 (Moslem New Year), Mar. 22 (Arab League Day), *Mar. 28 (Ashoura), *May 28 (Prophet's Birthday), July 23 (National Day), *Dec. 10 (Feast of Ramadan).

United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in six U.S. exhibitions at commercial trade fairs around the world and 17 shows at the seven U.S. Trade Centers are being offered to present and potential U.S. exporters between now and Sept. 22, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Currently, 12 upcoming Trade Center, trade fair and America Weeks exhibitions are sold out.

Other opportunities of interest are trade missions and the Sample Display Service. The latter is more fully described in a special notice accompanying this list.

Of the 23 events in eight nations and regions for which the Bureau of International Commerce is now seeking exhibitors, Germany will host six, the United Kingdom and Italy will host four shows each, France and Japan will host three shows, and Mexico, Scandinavia and Southeast Asia will host one each.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Tokyo, and Paris.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

NUCLEAR INSTRUMENTATION AND EQUIPMENT. Germany. During the next ten years expenditures are slated to total $6.25 billion for 30 to 50 new atomic power stations; until 1980, approximately 70% of all newly constructed power plants will be of the nuclear type. The Third German Atom Program of 1968-72 will provide government funds for nuclear research and development in the amount of $1.25 billion, an increase of 53% over funds allotted by the Second Atom Program of 1963-1967. In Germany, some 70,000 scientists and engineers are currently engaged in basic and applied research with radioactive materials in over a thousand laboratories. At present, 80% of all sales in the nuclear market are directed at the public and private research centers and institutes, however, knowledgeable sources anticipate the share of sales to the industrial sector to rapidly increase in the foreseeable future. Sales to the industrial sector should undergo dramatic change as German industry begins to employ, on a wider basis, radioisotope and irradiation techniques in their production processes. Until now, rigorous provisions of the German Radiation Law have retarded the use of this advanced technology in such industries as food processing, textiles, plastics, and electronics. These dynamic changes have created excellent sales potentials in this market for advanced nuclear instruments and equipment; a strong selling point for instrument manufacturers would be their ability to offer complete integrated nuclear systems. This exhibition will feature instrumentation for commercial application of irradiation and radioisotopes technology; and radiation protection, measuring, and control; and equipment for reactor construction and operation. U.S. firms which are now in the German market or are new to exporting and are interested in participating in this exhibition and the growing nuclear market in Germany may secure information by phoning 202-967-2425. **Frankfurt Trade Center. Feb. 16-20, 1970.**

INDUSTRIAL ASSEMBLY EQUIPMENT, SUPPLIES. Japan. The demand for industrial assembly equipment and supplies is growing rapidly in Japan. Demand is estimated to increase up to 50% annually for some products in the next several years. Imports currently amount to about $6 million annually with the U.S. providing the major share. U.S. equipment and supplies are superior in quality and sales could be increased considerably with aggressive sales promotion. Excellent sales potential has been identified for 38 product categories including torque tension testers for assembly lines, special metal and plastic fasteners, blind and bolt type rivets, spring steel and spread nut type fasteners, torque equipment for portable power and hand tools, and numerically controlled welders. Other U.S. products with favorable marketability are several specialized adhesives, sealants and tapes; assembly equipment such as automatic bolts and threaders, presses, riveters and clamps; special purpose nuts, bolts, screws, studs, pins, inserts, rivnuts, retaining rings, weld fasteners, latches and clamps; pneumatic staplers and nailers, power screw drivers, nut setters; laser and multi-station welders, stud welding systems; and positioning systems for welding and soldering work. For complete details, telephone 202-967-4511. **Tokyo Trade Center. Feb. 23-28, 1970.**

INDUSTRIAL AIR QUALITY TREATMENT EQUIPMENT. Italy. The need for clean air to manufacture many new products, workers' desire for a clean working environment, and an increasing concern over air pollution are factors causing a favorable market for U.S. manufacturers of air quality treatment equipment. U.S. air quality treatment equipment now enjoys a position of high esteem in Italy. Excellent sales potential has been identified for advanced equipment used to remove gases and particles from controlled air environments, for air quality instrumentation, special air filters,

promotions scheduled

and selected items introducing clean room equipment, clean benches, and odor control devices. For information call 202-967-5351. **Milan Trade Center. Mar. 1-8, 1970.**

SOPHISTICATED MATERIALS FOR THE ELECTRONICS INDUSTRY. Germany. The German electronics industry occupies a key position among that country's growth industries. Broad application of electronics technology in other industry has caused the electronics market to grow at an annual rate of 5-6%; in 1968 this market totaled $1.7 billion. Several sectors of this market—computers and industrial process controls—experienced annual rate increases of 12-20%; semiconductors, particularly integrated circuits, jumped 62% in 1968 to $7.6 million. Estimates for the 1970 integrated circuits market have been put at $20 million. Continued growth and development in this industry is anticipated in view of the overall growth of the entire German economy. The electronics industry's expansion is intimately connected with the availability of advanced materials which can broaden and increase the application of electronic technology. Electronic designers and engineers need sophisticated materials with specific electrical, physical, chemical, and mechanical properties to ensure the reliability and performance of the many electronic devices finding their way into daily commercial and industrial life. For more information on a growing market and details on how to participate, telephone 202-967-3088. **Frankfurt Trade Center. Mar. 16-20, 1970.**

SECURITY, SAFETY AND FIRE PROTECTION EQUIPMENT. Japan. The increase in size and complexity of Japanese industrial and commercial establishments, together with increasing labor shortage and wage hikes, has created a need for business organizations to maintain the security of their businesses and properties by rationalizing and mechanizing safety systems. With the increase in industrial espionage and complexity of crimes, demand has been expanding for more sophisticated American equipment because of its more innovative and advanced features. In addition, Japanese police and fire departments are a potential market for American made equipment and systems for crime detection, riot control, traffic control and fire fighting. For complete information concerning participation in this exhibition, call 202-967-4919. **Tokyo Trade Center. Mar. 23-28, 1970.**

PULP AND PAPER EQUIPMENT. United Kingdom. The United Kingdom is unique in the pulp and paper industry. It is the largest producer-consumer in Western Europe, and, the world's largest importer of wood pulp and pulpwood. To maintain this precarious productive strength, this British industry is being forced to streamline its operations and to automate processing. More efficient and profitable operational systems and equipment are being sought from U.S. manufacturers. For complete details on this opportunity in the United Kingdom, telephone Lee W. Swift, 202-967-4461. **London Trade Center. Apr. 6-10, 1970.**

MATERIALS HANDLING EQUIPMENT AND COMPONENTS. Scandinavia. The Scandinavian countries comprise an estimated $300 million market for materials handling equipment with imports supplying about one-third of the requirements. Sweden alone represents a $150 million market and accounts for nearly half of all imports. With demand growing for all types of labor-saving and handling equipment in the Nordic countries, this April 1970 show in Stockholm will offer U.S. manufacturers of materials handling equipment and systems an excellent opportunity to broaden their product exposure and increase their sales in this expanding market. Strong sales potential has been indicated for automated storage, retrieval, and inventory control systems, mobile and overhead lifting and carrying equipment, industrial trucks, hydraulic and electrical components, remote controls, related accessories, and maintenance equipment. This show is expected to benefit from a meeting of the Swedish Materials Handling Society, with over 900 members throughout Scandinavia, to be held in Stockholm at the same time. For further details about this exhibition and an expanding market, call 202-967-5751. **U.S. Trade Center for Scandinavia, Stockholm. Apr. 13-18, 1970.**

HI-FI AND STEREO EQUIPMENT EXHIBIT. Germany. Since German sound enthusiasts are increasing in number and are becoming more sophisticated, their quest for better sound reproduction offers new opportunities for U.S. manufacturers of hi-fi and stereo equipment. The U.S. share of this market now exceeds $10 million and as market indicators show, demand will continue at a high level. Germany has purchasing power and the right marketing and distribution system to make this exhibit a success for dealers, distributors and consumers. More information is available from Andre Williams; call 202-967-2425. **Frankfurt Trade Center. Apr. 14-19, 1970.**

MEAT, FISH, POULTRY PROCESSING EQUIPMENT, SUPPLIES. Italy. Italy has one of the Common Market's most rapidly expanding meat processing industries. Demand for advanced equipment has increased greatly in the past decade and the market is expected to grow by 50% during the next five years. These developments reflect Italy's constantly improving standard of living and are a direct result of the Italian consumer's growing demand for better processed and canned meat, fish and fowl. Display equipment indicated for this exhibition ranges from advanced slaughtering and rendering equipment to slicers, boning devices, and frozen meat equipment to supply the many new supermarkets opening in Italy. This special display opportunity is scheduled to coincide with the annual Milan International Samples Fair, an important meeting place for Italian businessmen. Call 202-967-5351. **Milan Trade Center. Apr. 14-25, 1970.**

DATA PROCESSING TRADE MISSION/SEMINAR TO SOUTHEAST ASIA. The use of computers, only a few years ago almost exclusively limited to government and education, is now increasing rapidly in Southeast Asia. Today, Asian busi-

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Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

nessmen and industrialists are looking to the field of computer science for assistance in solving management problems ranging from production and inventory control through billing and payroll. Hardware, software and firmware are each finding growing demand throughout the area. U.S. companies, as a result of their participation in a previous event, projected sales of computer hardware and software valued over $6 million for the period July '69-June '70. Commerce is organizing a Trade Mission/Seminar for Apr. 22-May 2. The Mission/Seminar will operate in Taipei, Djakarta and Singapore. U.S. firms producing computer hardware, software or peripheral equipment and are interested in furthering international sales of their products should call 202-967-4858. **Southeast Asia Touring Data Processing Trade Mission/Seminar. Apr. 22-May 2.**

HANOVER AIR SHOW. Germany. The specialists of the aircraft and aircraft components fields will be present at the Hanover Air Show in 1970, the second largest air show in the world and held every two years. The growth of the German aircraft industry centers around both military and civilian expansion. In the military field Germany will spend approximately $1 billion over the next five or six years on U.S. aircraft. The ten major commercial airports will spend $335 million on expansion and modernization in the next 2½ years. They expect an increase in passenger traffic from 18.6 million in 1967 to 70 million in 1977—a 375% increase in ten years. Firms wishing to participate in this outstanding exhibition should telephone 202-967-4073. **German Aviation Show, Hanover 1970. Apr. 24-May 3, 1970.**

PRINTING AND GRAPHIC ARTS EQUIPMENT. Mexico City, Mexico. Printing and graphic arts is one of Mexico's fastest growing industries and presently ranks as the fourth largest in the country. Current productivity amounts to about $272 million and forecasts call for this figure to triple by 1975. With the exception of some small machinery, there is virtually no manufacturing of printing and graphic arts equipment in Mexico. As a result, importation is required. In 1968, on total imports valued at approximately $21 million, the U.S. share was about $12.8 million or 59.2%. For complete information about participation in this exhibition, telephone 202-967-3848. **U.S. Solo Exhibition, Mexico City, Mexico. May 11-15, 1970.**

ELECTRO-OPTIC APPLICATIONS. United Kingdom. Britain, along with Europe, is moving from the experimental to the application stage in electro-optics. Annual U.K. purchases are estimated at $2 million in mid-1969, and the volume of business in electro-optical equipment is expected to at least double within the next three years. Experts currently claim that European developments are five years behind the U.S. level of accomplishment, but with industry in Europe now looking at electro-optical devices as practical tools, this gap can be expected to close rapidly. U.S. manufacturers wishing to share the growing market for electro-optical equipment in the U.K. and Europe should call 202-967-3838. **London Trade Center. May 11-15, 1970.**

ADVANCED MEDICAL EQUIPMENT EXHIBITION. France. Sales of American made medical equipment to France are rising. Improvements in medical care are causing a growing demand for a wide range of items. The U.S. sold almost $5 million worth of medical equipment to France in 1968, up from $2.3 million in 1966. Prospects for greater sales are promising. The outlook is particularly good for specialized devices and recently developed equipment. To assist U.S. companies, a promotion for a selected audience of hospital administrators, physicians, medical technicians, government officials and other potential buyers of medical equipment is planned. For further information on the market and promotion, telephone Charles M. Whitley, 202-967-4961. **Paris Trade Center. May 11-15, 1970.**

METAL SURFACE TREATMENT EQUIPMENT AND SUPPLIES. Japan. Continued expansion of Japan's industry has generated an expanding demand for the most advanced metal surface treatment equipment and supplies. Japanese demand for metal surface treatment equipment totaled $83 million in 1968, half of which was for plating equipment. The majority of this equipment was used by the major firms in steel, automobile and electrical machinery industries. Based on the estimated annual increase in demand of 10%, consumption of metal surface treatment equipment is expected to total $111 million by 1971. The latest fully automatic plating equipment is expected to have strong demand as is electrostatic powder plating equipment, sonic cleaners and instruments for testing treated surfaces for the ability to withstand heat, moisture, compression and stress. Advanced treatment chemicals and paints are also in demand. For complete details call 202-967-5622. **Tokyo Trade Center. May 18-23, 1970.**

CHROMATOGRAPHY AND SPECTROSCOPY EQUIPMENT. Italy. Italy's economy is one of Europe's strongest. Its chemical, petrochemical and pharmaceutical industries are expanding at a fast pace. These and other sectors of the Italian economy, including the medical field, offer excellent sales opportunities for U.S. manufacturers of chromatography and spectroscopy equipment. The U.S. is already the largest foreign supplier of these products in Italy and buyers will continue to rely heavily on U.S. suppliers as they carry out plans to modernize the industries. For further market information on this show which is now scheduled for Mid-May, and for details on how to increase sales through this exhibit, call 202-967-3968. **Milan Trade Center. May 19-23, 1970.**

SERVO SYSTEMS AND COMPONENTS. Germany. A new look at the German market for precision mechanisms, position-

ing controls and systems components for the machine tool, aerospace and computer industries has uncovered numerous opportunities for American manufacturers of servomechanisms and related components. Germany's burgeoning economy and German industry's realization that labor shortages will continue to create greater demands for automation in industrial production point up the potential for these U.S. commodities. Specific items have been identified from market research and a target audience comprising purchasing agents, importers, and systems design engineers will be invited to attend this event. Inquiries should be directed to the Bureau of International Commerce, Code 938, U.S. Department of Commerce, Washington, D.C. 20230 or call 202-967-2425. **Frankfurt Trade Center. May 20-22, 1970.**

MEASURING AND TESTING EQUIPMENT. France. The U.S. Department of Commerce is sponsoring an exhibition at one of the most important trade fairs of its kind in Europe —MESUCORA. Scheduled in Paris, May 27 to June 4, 1970, MESUCORA is a triennial show featuring measuring, testing, controlling, regulating and automating equipment. The 1967 show drew 100,000 scientists, engineers, and corporate decision-makers from all over Europe. More than 1,300 firms from 20 countries showed their products. U.S. firms showing in the Commerce-sponsored display at MESUCORA in 1967 recorded impressive sales figures as a result of their participation, and the 51 exhibitors reported signing 76 agents. The U.S. display at MESUCORA 1970 will contain products including automation systems, industrial process flow instrumentation, industrial process direct digital control, physical properties testing equipment, nuclear instrumentation and thermal instrumentation. U.S. firms who have the latest technology and who can supply aggressive market policies should take advantage of this opportunity to reach the important European markets. For information on how to participate contact John Anderson, U.S. Department of Commerce, Commercial Exhibitions Program (946), Washington, D.C. 20230, or call 202-967-2835. **U.S. Commercial Exhibition, MESUCORA. Paris. May 27-June 4.**

CRYOGENIC AND VACUUM EQUIPMENT. United Kingdom. Stimulated by aerospace technology, industrial and research applications for cryogenic and vacuum equipment have soared in the U.K. The strong market potential is evidenced by the user industries which include steel, chemical, petrochemical, electronics, food processing and gas supply industries; many organizations engaged in research and development. With the current U.K. market estimated at between $35 and $50 million and an expected growth rate of 10% during the next several years, U.S. firms with new and advanced cryogenic and vacuum equipment should garner extensive sales in this mushrooming market. For further information call 202-967-4462. **London Trade Center. June 8-12, 1970.**

TRANSDUCER INSTRUMENTATION. Italy. Demand for transducers of every description is growing rapidly. Total sales are expected to top $2 million in 1969, and a 25% annual rise is forecast for the early 1970's. Interest in transducers comes from a variety of industries, with the greatest demand currently from the power, petrochemical, plastics, medical, and machine tool sectors. Trade sources also report excellent sales opportunities in Italy's expanding electronics, steel, communications, food processing, and transportation industries. The largest market is reported to be for resistance, temperature, and pressure transducers. Call 202-967-2461. **Milan Trade Center. June 16-20, 1970.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. Call 202-967-2425. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kind to be staged in Europe in 1970. In 1967, when the last event was held PAKEX's 500 exhibitors including 167 from 18 countries throughout the world attracted 35,000 visitors including 2,100 from outside of England. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. For detailed information concerning participation and the current market for packaging machinery and materials, write U.S. Department of Commerce, BIC-942, Washington, D.C. 20230. **U.S. Commercial Exhibition, PAKEX '70, London, England. June 22-26, 1970.**

ANALYTICAL INSTRUMENTATION. France. The French economy post devaluation continues to be strong. Output in 1969 is projected to rise 8.6% in real terms to $130 billion and imports will be up an amazing 23.6%. The French market for advanced analytical instrumentation amounted to $150 million in 1968 and enjoyed an average 8% per year increase over a period of the prior four years. The $2.5 billion spent on R&D in France in 1967 is expected to more than double by 1975. Particularly good market potential exists for chromatography, spectroscopy, thermal analysis, gas analysis and fluorescence instrumentation. For complete information on this exhibition call 202-967-3822. **Paris Trade Center. Sept. 22-26, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

ELECTRONICS PRODUCTION EQUIPMENT. France. France is the third largest manufacturer of electronic products in Europe. Total sales of this industry was in excess of $1.9 billion in 1967, up a healthy 10% over the previous year. Recent reports indicate that private outlays on plant and equipment in 1969 may increase as much as 22% over 1968. **Paris Trade Center. Jan. 12-17, 1970.**

DATA TRANSMISSION FACILITIES. United Kingdom. Great Britain and the U.S. are the largest and fastest growing markets for data transmission facilities. In Britain and in the U.S., it is predicted that by 1975 data communication from computers will exceed voice communication. To meet the demand for advanced U.S. data transmission facilities, the annual January computer exhibition will feature input-output terminals, modems and other interface connectors with transmission lines and computers. **London Trade Center. Jan. 19-23.**

WATER SUPPLY AND SANITATION EXHIBITION-SEMINAR. Thailand. An exhibition of water, sewerage and drainage systems, and related hardware and equipment will

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be featured in a trade show limited to 25 firms and will include several models of water and sewage systems as featured displays to draw attention to characteristics of U.S. equipment. The Consulting Engineers Council of the United States has agreed to sponsor a trade mission to Southeast Asia of engineering specialists in the field of water supply, sewage and waste treatment. This mission will coincide with the trade show in Bangkok. Also, a 3-day seminar will coincide with the trade show/trade mission. **Bangkok Trade Center. Jan. 19-24, 1970.**

CRYOGENIC AND VACUUM EQUIPMENT. Japan. Growth and vigorous activity continue to characterize Japanese industry. A GNP over $140 billion is envisioned for 1969. American manufacturers of cryogenic and vacuum equipment should find an excellent opportunity to sell advanced and more sophisticated equipment. **Tokyo Trade Center. Jan. 26-31, 1970.**

CONSUMER PRODUCTS. Thailand. The ninth U.S. Department of Commerce America Weeks promotion in the Far East is scheduled for the Central Department Stores in Bangkok, Jan. 31-Feb. 15, 1970. A wide selection of U.S.-made consumer merchandise will be displayed. Also featured will be highlights of U.S. accomplishments in space exploration. Commerce will support the promotion with space exhibits and artifacts from actual Gemini space flights borrowed from the Smithsonian Institution. For more information, write America Weeks (BIC-926), U.S. Department of Commerce, Washington, D.C. 20230, or telephone 202-967-2051. **America Weeks. Jan. 31-Feb. 15, 1970.**

PHOTOGRAPHY FOR SCIENCE, INDUSTRY. Italy. With few exceptions Italy is a net importer of cameras and other photographic products. In 1968 Italians bought approximately $5.5 million in U.S. photographic equipment which is respected for its precision and durability, and is a 22% share of a market which it is believed will continue to develop rapidly over the next several years. **Milan Trade Center. Feb. 10-14, 1970.**

BIOCHEMICAL TEST, CONTROL EQUIPMENT. United Kingdom. Use of biochemical test and control equipment in Britain is seen expanding in the future. Capital expenditure on biochemical instruments is expected to top $31 million in 1970, with 28% for imports and about three-quarters of these imports coming from the U.S. This exhibition will be promoted to potential buyers in the U.K. among food and beverage processors, drug and chemical processors and biochemical research laboratories. **London Trade Center. Feb. 16-20.**

SCAN-BUILD '70. Scandinavia. This important exhibition being held Feb. 18-24, 1970, in Stockholm is aimed at the large Scandinavian market that exists for building products and building materials; tools and light construction equipment, and heating, ventilating and air conditioning systems. U.S. manufacturers of sophisticated and advanced building products will have a unique opportunity to increase their sales in this market in which Sweden accounts for $578 million. The U.S. presently accounts for 10% of Swedish imports of such products. The strong demand for housing in Scandinavia plus the high government priorities assigned to home building in Sweden due to present shortages, provide American firms with a favorable climate in which to increase their share of Scandinavian imports of these products. **U.S. Trade Center for Scandinavia, Stockholm. Feb. 18-24, 1970.**

FOOD PROCESSING, PACKAGING, COMMERCIAL AND INDUSTRIAL REFRIGERATION AND AIR CONDITIONING EQUIPMENT. Spain. The Spanish economy is in a new phase of expansion. Demands for imports are up and U.S. trade prospects are better than at any time since devaluation of the peseta in 1967. Spain's Second Economic and Social Development Plan assigns high priority to modernization of the country's food processing and distribution system. **U.S. Solo Exhibition, Madrid. Mar. 2-7, 1970.**

FIRSTHAND PRODUCT EXAMINATIONS are a major selling tool in Commerce-sponsored promotions in world fairs and U.S. Trade Centers. Above is a scene from the February transducer show at the London Trade Center.

ELECTRONICS PRODUCTION AND TESTING EQUIPMENT. Scandinavia. All types of materials, production, assembly, and test equipment for electronics may be exhibited at this show which will be directed to over 500 Scandinavian manufacturers producing $600 million of electronic equipment and components. Sweden, with 200 companies producing $400 million of electronic equipment is the largest of the four-country market area. **U.S. Trade Center for Scandinavia, Stockholm. Mar. 11-17, 1970.**

PRINTING AND BOOKBINDING EQUIPMENT EXHIBITION. France. Wages in the French printing and binding industry have increased an average of 60% since 1966. Mounting labor costs combined in many cases with the problem of aging plants and equipment are forcing French printers and bookbinders to invest in new, high-speed machinery. **Paris Trade Center. Mar. 17-21, 1970.**

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London, England. May 11-16, 1970.**

METAL SURFACE TREATMENT SHOWS have been profitable for American firms. Pictured above is the Mar. 17-21 show in Frankfurt where 31 U.S. firms took part and estimated $1.7 million in orders for the first year after the event. A total of 15 companies entered the German market through this show.

U.S. makers of metal surface treatment equipment will exhibit in May Tokyo show

U.S. show will overlap with 9th Annual Japanese Metal Finishing Society Exposition; 1971 market estimated to reach $111 million

The Japanese market for metal surface treatment equipment is expected to jump from $83 million in 1968 to $111 million in 1971 as a result of Japan's rapid economic expansion.

U.S. manufacturers may reach buyers in this market through a U.S. Department of Commerce exhibition featuring metal surface treatment equipment and supplies which will be mounted at the U.S. Trade Center in Tokyo, May 18-23.

Large manufacturers of products such as steel, autos and electrical machinery account for two-thirds of total Japanese purchases of surface treating equipment. The other third goes to small and medium-sized firms.

Approximately half the purchases of surface treatment equipment are for use in plating. There is a large market for fully and semi-automatic equipment because only 20% of the firms that specialize in plating are automated.

Demands for chemicals and paints used in surface treatment are also rising by about 10% annually. Paint sales are expected to reach a total of 1.5 million tons by 1972.

Promising products

Research by the Commerce Department's Bureau of International Commerce in the Japanese market for surface treatment equipment and supplies identifies the following products as having promising sales prospects:

Fully automatic plating equipment, electrostatic powder paint and application equipment, small electronic rectifiers, automatic buffing machines, abrasives and blasting equipment, glass bead abrasives for liquid honing, electronic beam cure equipment and paint, electronic milling equipment and chemicals.

Also electrical deburring equipment, equipment for vapor coating of cylinder interiors, coating and plating thickness tester, electropolishing equipment for large objects, filters for electropolishing and chemical polishing, equipment for large part hard coating, equipment and chemicals for beryllium plating, sonic cleaners, instrumentation for testing and measuring treated surfaces, coil coating equipment.

The exhibition coincides with the 9th annual meeting of the Metal Finishing Society of Japan, which draws trade leaders from many Asian countries. A market development campaign organized by Commerce is designed to attract key buyers, and potential agents and distributors to the Tokyo show.

U.S. exhibitions

U.S. manufacturers of surface treatment equipment and supplies have discovered strong overseas demand for their products at previous Commerce-sponsored exhibitions.

A showing of metal surface treatment equipment at the U.S. Trade Center in Frankfurt last March offered product displays of 31 American manufacturers, 15 of whom were new to the market. They made modest floor sales of $68,000 but expect first-year orders to total $1.7 million.

At the Stockholm Trade Center in December 1968, 26 U.S. exhibitors of metallurgy engineering equipment, including surface treatment equipment, made immediate sales of $187,000 and expected additional sales of $1.4 million by the end of 1969.

U.S. firms interested in participating in the Tokyo Trade Center exhibition, May 18-23, are able to obtain an Exhibitors Export Market Guide IMIS 69-88 and further information from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (202-967-5622), or from any Commerce Field Office.

Antwerp to begin building its World Trade Center

Construction on the Antwerp, Belgium World Trade Center will begin this month, with the first part of a three tower complex scheduled to open in 1973.

The entire complex will include two 25-story towers; a third tower will house a 350-room hotel, exhibition rooms and office space. The Trade Center will offer such services as translation assistance and arranging of seminars, exhibitions and banquets.

The Antwerp Trade Center's board is seeking to include the official port, customs and administrative services of Antwerp among its offices, plus maritime officials, and international trade and financial institutions.

For additional information on the Antwerp World Trade Center, contact I. E. Mettens, Managing Director, Antwerp World Trade Center, 14 Van Eycklei, Antwerp, Belgium.

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U.S. exhibition will aim at Italy's chromatographic, spectroscopic market with May show in Milan

Italian economy expected to gain 9% in output this year; food, chemical, paper industries utilizing more spectrometers

Italy, whose growing economy was expected to gain nearly 9% in industrial output in 1969, is a leading producer of chemicals and petrochemicals and a major buyer of chromatographic and spectroscopic equipment. Manufacturers in the pharmaceutical, textile and metallurgy fields are also purchasers of this equipment, along with Italy's 3,300 schools, institutes, hospitals and industrial research units.

To aid U.S. producers in reaching this expanding market, the U.S. Department of Commerce, through its Bureau of International Commerce, will stage an exhibition of chromatography and spectroscopy equipment at the U.S. Trade Center in Milan, May 19-23.

Italian interest in the chromatographic area centers around liquid and thin-layer equipment. Demand is also good for integrators and computers associated with gas chromatography.

Sales opportunities for liquid chromatographic equipment are found in petrochemicals and oils research. Hospitals and clinics also seek such equipment for organic liquid analysis.

Forty percent of Italian purchases of chromatographic equipment, mostly of advanced types, are from U.S. suppliers. The other 60% is from a single Italian manufacturer. Total annual purchases are estimated at about $5 million.

Demand for spectrometers and spectrophotometers is rising, primarily among users in the food, chemical, pharmaceutical, paper and textile industries.

Market research undertaken in Italy by Commerce disclosed specific demands for the following products:

Chromatography—gas chromatographs (units and components); detectors for gas and liquid chromatographs; electrometers; recorders; electronic digital integrators; data collection systems for gas chromatographs; calibration gases, stationary phases and chemicals; absorbents, paper alumina, cellulose, silica, ion exchangers for thin-layer columns; chromatograph tubes, connectors and fittings; constant-flow and peristaltic pumps; gradient pumps and mixers; fraction collectors; drop counters; column monitors (spectrophotometric and fluorescent); scanners; liquid-liquid, gel-permeation and thin-layer chromatographs; automated liquid-column chromatographs; automated organic acid analyzers; amino acid analyzers; thin-layer applicators.

Spectroscopy—atomic-absorption and Raman spectrophotometers; digital absorbance meters; sample preparation accessories; spectroradiometers; monochromators; spectrographically standardized metals and compounds; static and dynamic, single or double focusing mass spectrometers; X-ray spectrometers; electron microprobe analyzers; electron paramagnetic resonance spectrometers; electron spin resonance spectrometers; gamma ray spectrometers.

Prior to the Milan Trade Center show, a market development team will conduct a comprehensive promotional program in the Italian market to attract buyers, trade representatives, and potential agents and distributors to the exhibition.

U.S. exhibitors at previous Commerce-sponsored shows overseas have reported widespread product acceptance and impressive sales.

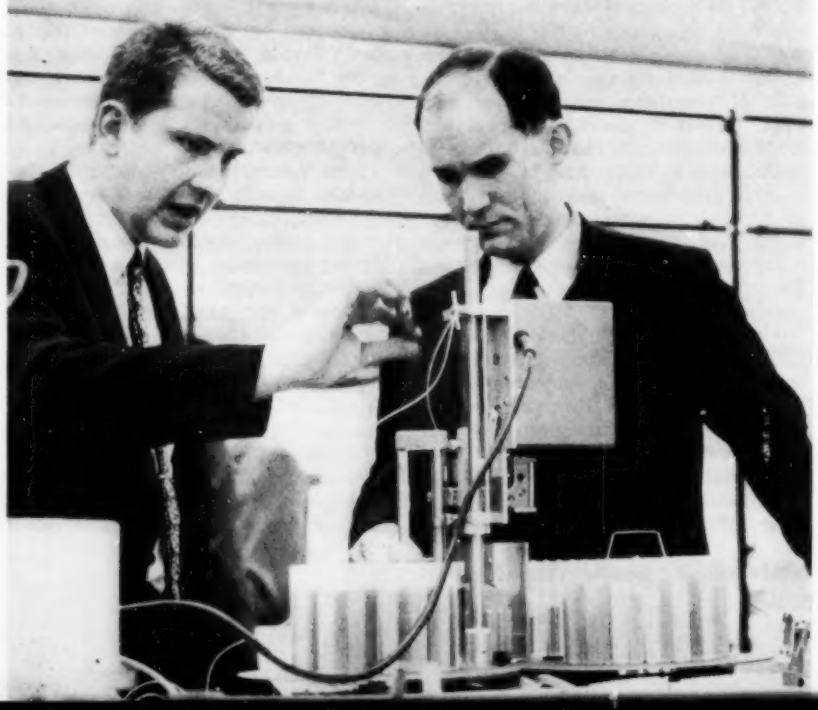
At a January 1969 chromatography and spectroscopy exhibition, 37 exhibitors displayed their products to buyers at the U.S. Trade Center in Frankfurt. They made sales of $248,000 during the show and predicted additional sales of $1.8 million within 12 months.

Chromatographic and spectroscopic equipment also appeared among displays at an exhibition of analytical instrumentation for the life sciences at the Stockholm Trade Center in May 1968. Thirty exhibitors posted almost $500,000 in first-year sales. Eight agents and distributors were appointed.

Another $500,000 in first-year sales were reported by 24 U.S. exhibitors following a show of their chromatographic and electrophoresis equipment in December 1967 at the U.S. Trade Center in London, England.

U.S. manufacturers interested in participating in the May 19-23 show at the Milan Trade Center may obtain an Exhibitors Export Market Guide IMIS 69-91, and further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (202-967-5351), or from any Commerce Field Office.

ONE OF 37 EXHIBITORS, Gilson Medical Electronics participated in the January 1969 Frankfurt Trade Center show of chromatography and spectroscopy equipment. The event closed with $248,000 in confirmed orders and prospects for $1.8 million in follow-on sales. At a similar show in 1968, eight agents were signed.



Irish boom may slacken

Economy begins to feel growth's problems: high wages, inflation, trade deficit

The last months of 1969 found the Irish economy still burgeoning but with uncertain prospects, according to the Economic Trends Report from the U.S. Embassy in Dublin. The dramatic progress of the past year is now clearly jeopardized by the gremlins of growth—sharply rising wages and prices, a decline in the real rate of growth, inflation, and a disquieting deterioration of external trade balance due to rising imports.

Stalking these gremlins is the Fianna Fail Party, which was recently re-elected with a mandate to rule for the next five years. It bagged some similar gremlins in 1965, but at the expense of one year's growth in the nation's economy. This year it is playing the game more cautiously. That's the picture in a nutshell.

The years 1967 and 1968 were great for the Irish. Recovering from the 1966 recession, real GNP grew 4% in 1967 and more than 5% in 1968. By early 1969, however, the rate of growth had begun to unbalance the economy and by autumn these imbalances had become serious:

- Industrial incomes were up 10½%, agricultural incomes were up 15% and profits were up 12% for an overall rise in incomes of just under 13%—the highest of any country in the OECD, except Japan;
- Productivity—originally forecast to rise at least 4½%—was being revised down to about 3.8%; less than one-third the rate of increase in incomes;
- Domestic prices were estimated to have climbed more than 8% over the past 12 months—roughly the difference between the rise in incomes and the rise in productivity.

The consequences of these developments were predictable. The balance on current account moved from a surplus of $36 million in 1967 to a deficit of $48 million in 1968, and by August 1969 stood at $144 million in deficit for the preceding twelve-month period. This was well in excess of the government's earlier forecast of $132 million for the calendar year, which seems likely to be substantially exceeded.

However, capital inflows have largely offset this deficit. External reserves at the end of August had declined by only $56 million from the beginning of the year. Even so, with little prospect of early lessening of inflationary pressures at home or of an improvement in Irish exports, a deficit of this size cannot be accepted for long without the government taking steps.

So far, the most important thing that the government has done has been to tighten credit. For the twelve-month period ending in April 1970, the Central Bank directed that the total expansion in credit should not exceed $180 million, which was about $75 million less than the actual expansion in credit during the previous twelve months. Of this $180 million, only $60 million—or one-third—was to be made available to the private sector, and this had already been loaned by the end of July.

In addition, interest rates were increased from 9 to 9.5% in September. Finally, bank liquidity ratios have been falling, which has severely limited the expansion of credit quite aside from the Central Bank's directives to do so.

Wage negotiations critical

Having applied credit restraints, the government is now trying to reduce cost-push pressures resulting from the excessive rise in incomes. The critical element in this effort is the twelfth round of wage negotiations, now under way and due to be largely completed by early spring. The government is pushing hard to promote settlements that are more in line with economic reality than those of the past year, when incomes rose by nearly 13%.

For the present, it appears that the government intends to withhold further measures to deflate the economy pending the success or failure of its efforts to restrain incomes. The outcome of the twelfth round of wage negotiations should pretty well be known by February. If it appears that wages will continue to rise unabated, the government will almost certainly be forced to apply further economic restraints.

What form will these restraints take? There's been a lot of talk about a supplemental budget to blot up excess purchasing power. The government tried that in November 1968, and there are reasons to think they may try it again.

For one thing, the present budget does not provide for a number of unforeseen expenditures already made. These include an increase in public service pay and the calling up of first line reserves during the recent Northern Ireland crisis. The latter, especially, would provide political justification for raising taxes even though the primary purpose would be demand management. In this case, we would expect to see these taxes tailored to fall most heavily upon imported consumer goods.

Presiding over the economy is the Fianna Fail Party, which has provided Ireland with a government since 1957 and was recently returned to power with a mandate to rule for the next five years. This

Problems of an economy on the move

On the international side, the deterioration of Ireland's trade balance has been especially marked in the case of its trade with Britain. This coincides with the progressive reduction of Irish tariffs on British goods required under the terms of the Anglo-Irish Free Trade Agreement. It is also a problem that may be expected to grow worse, since Irish tariffs on U.K. goods are not expected to reach zero until 1974.

In the meantime, Ireland has also applied for membership in the European Communities. If this comes about it will mean that industry in this country will face a period of protracted adjustment stretching perhaps into the 1980s. Moreover, since Irish tariffs are among the highest in Western Europe, it means that the adjustment will be especially severe as these barriers are removed.

Having made these points, it also pays to remember that almost all of Ireland's problems are, and will be, those of an economy on the move. To the extent that there are adjustments to be made, they will be proportional to the advantages to be gained.

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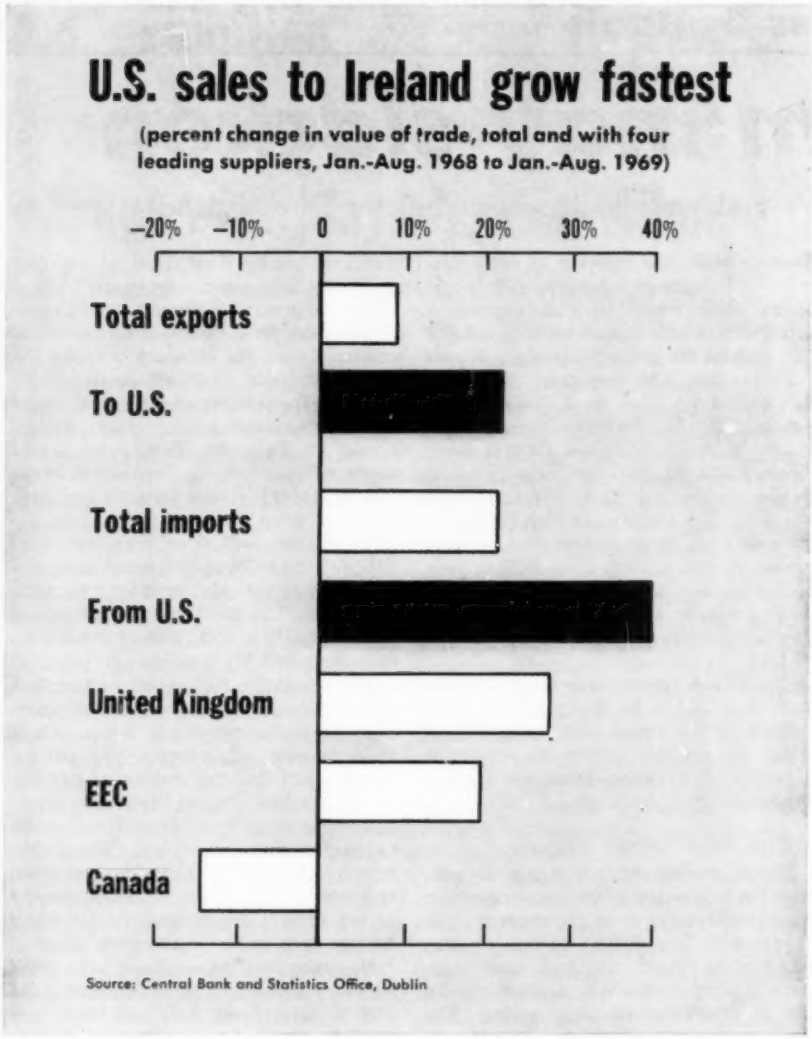


is the party that pulled Ireland out of the economic doldrums back in 1959, and, if it seems cautious in applying brakes to the present inflation, it is only because it seeks to avoid over-reacting as it did to similar inflationary pressures in 1965.

Earlier this year the government presented its third five-year Program for Economic and Social Development, which plans for a 4% annual average growth rate through 1972. Right now the storm flags are out, but despite intermittent squalls there is every reason to anticipate that this long-run real growth rate will be achieved.

One point worth underscoring in the present situation is that, despite a squeeze on credit of sizable proportions, there has been a sizable inflow of capital that is bolstering reserves and enabling the economy to ride the import boom. A great deal of this capital inflow has been accounted for by non-Irish banks, specifically branches of North American banks upon whom the Central Bank's directives to restrict credit have not been binding. Thus, in a sense, the foreign banks in Ireland appear to have been effectively undercutting the efforts of the Central Bank to restrict credit and control inflation.

A classic paradox

For the Irish Government, the situation has been a classic paradox, in which the need to maintain reserves has clashed with the need to moderate internal demand. The practical effect that this situation has had, however, has been to demonstrate the extent to which the foreign banks—as well as their foreign customers—are able to operate outside the Irish economy. Inevitably it must hasten the day that these banks will be brought under more careful control.

In relation to its size and population, Ireland is one of the most active trading nations in Europe. The ratio of its external trade to GNP is second only to that of the Netherlands. Although the Irish market is small in absolute terms, it has considerable growth potential. The swift rise in incomes over the past few years has created a situation where the forces of demand are now pressing hard against supply.

Imports are up and are likely to go higher. Even if the government takes measures to reduce import demand next year for balance of payments purposes, such measures will only be temporary and would likely be directed primarily toward consumer goods.

The composition of Irish imports, however, is primarily oriented towards production. Capital equipment makes up about 15% of imports and raw materials and intermediate goods comprise another 60%. Moreover, the government has recently shifted the emphasis which it places on development from the quantity of employment that a new industry would supply to the quality of employment that it provides. This means that government assistance and encouragement will go increasingly to industries promising new technologies. Machinery already occupies a dominant position in the pattern of U.S. exports to Ireland. Both the trend and government policy therefore suggest that the greatest potential for U.S. exporters will continue to be in areas associated with Ireland's industrialization.

U.S. traders affected

At the same time, American exporters will increasingly begin to feel the effects of the Anglo-Irish Free Trade Agreement. In July, duties on goods coming from the United Kingdom were reduced to 40% from the basic duty rate. By July 1, 1975, the duty on U.K. goods will be completely eliminated. Since Ireland has been among the high-tariff countries in Western Europe, this means that a considerable tariff preference will then exist for British goods.

Partially offsetting this preference, however, is the fact that the Irish Government can frequently be induced to grant duty free treatment for goods that do not compete with domestically manufactured articles, even though the Irish tariff may show a nominal duty that should be charged.

Each case may therefore be thought of as unique, and American exporters should approach the Irish market with this possibility in mind.

Despite domestic economic uncertain-

ties in the short-run, Ireland offers great potential for American manufacturing firms seeking to establish subsidiaries to exploit British and European markets.

The program of industrial development upon which the government embarked some fifteen years ago has paid off handsomely, both for the Irish economy and for the foreign companies that have located here. In addition to the government's system of grants, under which export-oriented industries locating in Ireland can receive non-repayable cash grants amounting to 60% of the value of their fixed assets, the Parliament this summer passed legislation extending the tax holiday on export profits to 1990. Briefly, the law now provides that profits derived from exports shall not be taxable through the next fifteen years. Thereafter, rates will be imposed at a gradually rising rate that will escalate to the full rate at the end of five years, with the benefit ending in 1990.

The free access which Irish-made goods now have in the U.K. market under the terms of the Free Trade Agreement already confers a significant advantage on certain types of operations that locate in Ireland. If Ireland now successfully negotiates entry into the European Communities, this advantage will be enlarged. At the same time, entry into the Common Market also poses the probability that Ireland would be forced by the terms of the Rome Treaty to modify or limit its program of cash grants and tax incentives. While it is improbable that tax concessions already granted would be withdrawn, it is possible that a cut-off date would be imposed after which newly-established firms would not benefit from the tax benefit.

What this all boils down to, then, is that there are now very substantial non-repayable cash grants available to American firms bringing needed technology, marketing know-how and employment opportunities to Ireland. Recent legislation makes profits derived from exports from these operations tax-free for the next fifteen years and taxable at concessionary rates for five years thereafter. The renewed interest among members of the EEC in enlarging the Communities opens up the real possibility that the exports of American firms located in Ireland—already having free access to the U.K. market—will, in addition, acquire free access to European markets. This would mean, however, that the present system of cash grants would no longer be available.

It all adds up to a period of critical decision-making. American firms considering the possibility of locating in Ireland should now weigh the pros and cons very carefully, while they can still have the best of both worlds. They may not have this opportunity a year from now.

Chilean economy is on the move; easing of trade rules brightens outlook for expansion of imports

High copper earnings are helping economy to accelerate after slow growth in recent years; outlook good for industry, crops

The Chilean economy appears to be entering a period of expansion. The drought which adversely affected agriculture is now largely broken, notes the semi-annual Economic Trends Report from the U.S. Embassy in Santiago, and prospects for the 1969-1970 crop year appear good. There are positive indications of increased industrial production for the latter half of 1969 and the outlook is favorable for 1970. There has also been relative tranquility on the labor front during 1969, with less strike activity than in past years.

There is good indication that Chile's foreign trade in 1969 will exceed the record levels of $743 million of imports (excluding unregistered imports) and $941 million of exports registered in 1968. The U.S. share of the import market should reach some $300 million, or about 38 to 40% of Chile's total imports.

Copper earnings have been the main factor sustaining the high foreign trade levels and favorable balance of payments position of Chile in 1969, a trend that promises to continue in 1970.

Market is opening

Chile's Government has announced a program of gradual trade liberalization that aims at stimulating highly-protected local industries to be more competitive in the new Andean Group, the LAFTA, and world markets. The trade liberalization program has already gotten underway with the removal of most of the prohibitive 10,000% prior deposits that have been required for many imports competing with local industry. The liberalization is to be gradual in application over the coming year, and should result, according to government statements, in an increase in 1970 imports of some $30 to 40 million over 1969.

Copper exports constitute approximately 80% of Chile's merchandise export earnings. The average sale price of copper on the London Metals Market (LME) in 1968 was 53 cents per pound. Through the month of October, in 1969 the average LME sale price of copper was 64.7 cents per pound.

This high price for copper has produced increased export earnings, and significantly improved Chile's international reserve position. Chile's build-up of international reserves in 1968 was $129.2 million and an additional $140 million is expected by the Finance Minister for 1969. The increase in international reserves in 1969 through September was $75.4 million.

How U.S. suppliers will fare in the growing import market will depend largely on the traditional competitive factors of price and credit terms. Over the past year European governments, as well as Japan, Brazil, Argentina, and the Inter-American Development Bank, have extended credits to Chile for equipment imports by small and medium industries.

The participation of Chile in the Japanese Exposition 1970 is but one indication of the prospect of increased trade relations between Chile and Japan, which currently has a large trade deficit with Chile due to large purchases of iron ore and copper.

Australia, Korea, the East European countries, the USSR, and other countries who have in the past shared little in Chile's imports, are also making an effort through trade missions and credits to participate more heavily in the Chilean import market. In the face of these developments, U.S. suppliers cannot afford to be complacent.

Two years of slow growth

Chile's national accounts for 1968 have recently been published. They confirm a below-average rate of growth of Gross Domestic Product (GDP) in 1967 and 1968. In the years 1961-1966, GDP grew at an annual average rate of 5.4%.

Several circumstances weighed against

higher rates of growth in 1967 and 1968. One factor was increased government investment in projects with relatively long gestation—such as the copper expansion program—which do not yield strong immediate upward impulses to final product. Monetary and fiscal restraint appear in retrospect to have reduced demand pressures in 1967—at least more than during 1965 and 1966. A major drought affected adversely the economy in 1968 and 1969 and agricultural production was much below normal for the 1968-69 crop year.

Chile's industrial sector has had a relatively low rate of growth in the past two years. According to national accounts data, growth of industry (as measured by value added to GDP) was 2.8% in 1967 and 2.0% in 1968. These rates of growth were much below the 6.4% increase in 1965 and 8.6% growth of 1966.

Since, in terms of the total economy of Chile, industry accounts for 27.1% of gross domestic product, industrial production plays a relatively greater role than is the case in many other Latin American countries.

Data for the first half of 1969 suggest that the decline in the rate of growth in industrial production has reached a low point; the composite index of industrial production registered a decline of 1.1% for the first half of 1969 compared with the first half of 1968.

Separating industrial production by three broad categories—consumer goods, intermediate goods, and mechanical goods—both the consumer goods (down by 4.7%) and mechanical goods (down by 9.1%) sectors performed poorly in the first half of 1969 compared with the same period of 1968. In contrast, intermediate goods moved ahead by 7.9%.

Consumer output lower

In consumer goods, production of food products, footwear and clothing, furniture, and printing and publishing was noticeably lower than the comparable period of 1968. Tobacco manufacture was the only category with substantial gain.

The intermediate goods sector registered gains in most categories, notably paper and cellulose, chemical products, coal and petroleum derivatives, non-metallic minerals and primary metals. In the mechanical goods field, fabricated metal products and electrical machinery fared poorly while transportation equipment moved ahead.

In terms of the analytical framework of the economy as a whole, trends in industrial production for the first half of 1969 suggest the following observations. One, industries producing wage goods—food products, textiles, footwear and clothing, and beverages—have encountered weaker demand. Other evidence suggests that real wages did not increase substantially in 1969. In addition, the drought undoubtedly reduced incomes in the rural sector, undermining further the demand for wage goods.

Two, industries producing construction materials—wood products, non-metallic minerals and primary metals—have encountered stronger demand, arising from increased construction activity.

Three, industries which felt increased demand from investment in the expansion of copper mining and refining—mainly the mechanical goods sector—probably did not experience the full weight of increased demand in the first half of 1969.

Four, the first half of 1969 was a period of reduction in inventories. For example, the index of industrial sales of the Sociedad de Fomento Fabril registered substantial gains in the first half of 1969 and this increase was not matched by a similar increase in industrial production.

The indicators which appear to signal an upturn in industrial production in the second half of 1969 include (1) reduction in inventories, (2) a lower rate of unemployment in greater Santiago in September than in June and March, and (3) lower incidence of strike activity.

In addition to these factors, termination of the drought will move rural income back to pre-drought levels. The only index presently available for industrial production in the second half of 1969 is the index of industrial production of the Sociedad de Fomento Fabril. The August 1969 level of this index was 2.6% above the same month of 1968.

Drop in strikes, unemployment

Labor unrest appears greatly reduced in 1969 as compared with 1968. For example, data for private sector workers for the first half of 1969 indicate 260 thousand man-days lost by strike activity in 1969 as compared with 1,020 thousand man-days lost in the first half of 1968. The major reason for the relative tranquality was the passage of the 1969 wage readjustment bill at the beginning of the year, which also eliminated political maneuvering and attendant strike pressure.

The latest available data on employment and unemployment in the greater Santiago area are for September 1969. The number of employed persons was 953.1 thousand, which was 7.0% higher than one year earlier.

In the period September 1967 to September 1968, Santiago's employed labor force grew by only 2.3%. The rate of unemployment in September 1969 was 5.3% which compares favorably with the September 1968 rate of 6.8% and represents a substantial reduction from the 6.8% rate of March and 7.1% rate of June (1969).

Unemployment in certain problem areas

Terms of negotiated nationalization

The Anaconda Co. and the Government of Chile agreed in June of 1969 to a negotiated nationalization of Anaconda's subsidiaries, the Chile Exploration Company (Chilex) and Andes Mining Company (Andes). The former company operated the Chuquicamata mine, the largest copper mine in Chile, and the latter the El Salvador mine. (The legal decrees authorizing the Corporación del Cobre (CODELCO) to purchase shares of the new mixed companies formed to replace Andes and Chilex were published in the *Diario Oficial* on Nov. 22, 1969.)

The agreement worked out between the Government of Chile and Anaconda calls for acquisition of 51% interest by the Government as of Jan. 1, 1970, in Anaconda's Chilex and Andes subsidiaries in exchange for approximately $197 million worth of dollar-repayable bonds—these are based on the book value of the subsidiaries, are to bear 6% non-taxable interest, and are repayable in a maximum of 12 years (24 installments). Dividends, however, will be payable to CODELCO from Sept. 1, 1969.

Acquisition by the Government of Chile of the remaining 49% interest in Chilex and Andes will take place after a minimum of three years and when 60% of the unpaid balance against the original 51% acquisition has been paid. Also included in the agreement is payment to Anaconda of a tax-free 1% management fee for three years and new basic tax rates on the new mixed companies of 30% for Chilex and 29% for Andes plus a dividend tax of 32% for both.

There is an additional "over-price" tax for Chilex and Andes as of June 1, 1969—the tax rate (when actual cost of production is equal to basic cost) is 54% between 40 cents and 41 cents, and increases for each additional one cent in price to a maximum of 70% applicable to prices over 50 cents a pound.

was also reduced. Unemployment among construction workers was 12.7% in September 1969 as against a rate of 21.4% in September 1968.

Agriculture recovers

Chile's 1968/69 drought has been all but broken. With the exception of provinces north of the Aconcagua Valley, "El Norte Chico," the outlook for most crops for the 1969/70 season is good.

Even though rainfall throughout the central provinces has been less than normal, it has been adequate for early crops and well distributed into the spring months. Moreover, snowfall in the mountains has been sufficient to provide adequate irrigation water for next summer's crops.

While final data on the 1968/69 crop year are not available, some food crops are in short supply, especially potatoes and onions. Production of rice and corn declined substantially. The 1968/69 rice production was estimated at 35,800 metric tons (milled rice) as compared with 1967/68 production of 62,400 metric tons. The 1968/69 corn crop was estimated at 180,000 metric tons as compared with 1967/68 production of 321,000 metric tons.

Production of Chile's most important single crop, wheat, was higher during 1968/69 than for the previous year (1,250,000 metric tons versus 1,200,000 metric tons). Even though nonirrigated wheat in the central provinces was almost a total loss, this loss was covered by excellent crops in the south, increased irrigated acreage in the central provinces, and very good crop yields on the irrigated acreage.

The most devastating effect of the drought was on livestock. It is estimated that such losses amounted to around 100,000 head of cattle, 500,000 head of sheep, and 300,000 goats. Most of these losses were calves, lambs, and kids. Chile's program to reach self-sufficiency in the production of milk and meat has had a severe setback in the drought zone.

The Agrarian Reform Corporation (CORA) continues to implement the Frei Government's program of redistribution of agricultural land to the campesinos who work it. Since the beginning of 1965 through Sept. 30, 1969, CORA expropriated 2,494,000 hectares of agricultural land, 234,000 hectares of which was irrigated land and the remaining portion dry land. Through Sept. 30, 1969, 15,826 families have been settled in 488 asentamientos encompassing 2,098,000 hectares, 167,000 hectares of which were irrigated and the remaining portion dry land.

In regard to agricultural land in Chile, 7.97% of the total and 14.31% of the irrigated land has been expropriated. While the original target of the Frei administration was to resettle 100,000 families in its six years in office, it is now recognized that this target will not be reached. On the other hand, in the previous 36 years a total of approximately 5,000 families had been resettled.

CHILE'S MAIN TRADING PARTNER is the U.S., which supplies some 38-40% of her imports. This passenger-freighter of Grace Lines plies the seas between New York and Chile with some of that cargo.

Review of budget policy

Chile's Finance Minister noted in his budget presentation to Congress for 1970 that fiscal expenditures had increased in real terms by 80% since 1964. In 1964 the fiscal sector budget of 7,300 million escudos (measured in 1969 escudos) was financed in the amount of 18% with credits. These credits involved an increase in external debt and Central Bank emissions. In 1969, on the other hand, the budget was financed in an amount of less than 6% with credits.

The Finance Minister stated that the increase in fiscal revenues stemmed from an increase in taxes and improved collection of taxes. Between 1964 and 1968 tax revenues increased 94% in real terms. Improved tax collection and greater economic activity accounted for an increase of 1,470 million escudos while new taxes, established under the current government, accounted for an increase of 1,180 million escudos. Moreover, there was a 390 million escudo increase in revenues from rationalization of tax laws and 231 million from greater tax revenues from large copper companies.

The Finance Minister also stated that there were two projects in regard to tax law that the Government hoped would become new laws in 1970. The new law on sales taxes will replace the present Turnover Tax system by a tax on value added placed on producers and a sales tax at the retail level.

Such a reform would permit improved administration and would concentrate the impact of the tax on value added, eliminating the cascade effect of the present tax which distorts the organization of production. There is also under study a new income tax law which will establish a per-

Prospects are listed

Included in the International Marketing Information Service is a *Country Market Digest* (IMIS 69-6) that outlines the 11 specific products with the most promising sales prospects in Chile.

IMIS reports are available for ten cents apiece from the Sales and Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Commerce Department's 42 Field Offices.

sonal and progressive income tax, eliminating all "category" taxes.

The Finance Minister announced on Nov. 18 that within a few days he would send a bill to Congress to provide increased remuneration for public and private sector workers for 1970. If the financing is forthcoming from Congress, the Finance Minister stated that the government will be able to give public sector employees an increase in wages and salaries equivalent to 100% of the increase of the consumer price index occurring in 1969 (about 30%). The government's proposed bill is to include unorganized private sector workers as well as those of the public sector.

Revision of import rules

The Government is considering changing the import regulations to include in the list of permitted imports all articles other than luxury goods. Tariffs would remain sufficiently high so that domestic production is not upset. At the same time, goods negotiated within Latin American Free Trade Association arrangements, but not on the permitted list, would be incorporated into the list to eliminate the absolute advantages that LAFTA exporters currently enjoy.

Revision of the tariff structure reportedly contemplates two stages of work. In the first stage, tariff rates will be revised according to the norm that no activity would receive protection that would give it a monopoly position. In the second stage, there would be an estimation of effective tariff protection for domestic Chilean production.

Tariff schemes would be designed to cover sectors and groups of products, and a reduction of protection would be programmed through time. The duration of the period of adjustment would be strictly linked to the time periods established by the Andean Group.

Some sales leads

In the coming year Chile will offer a good market for a large variety of capital goods, including equipment for expanding the hydroelectric power system, building of new petrochemical facilities (ethylene, liquid gas, detergents, and synthetic fiber materials), and expansion of mining facilities. The automotive market will also command considerable imports, as will telecommunications and the wood and food processing industries.

Portugal's new regime ends 'year of adjustment' with no clear sign that three-year slowdown is ending

Agricultural slump offsets gains in industrial output, tourism; U.S. exports seem to be holding at approximately 1968 level

The past year has been one of political adjustment in Portugal, involving cabinet changes, National Assembly elections, the questioning of government economic policies, and the passage of legislation designed to foster more rapid economic growth. The economy has continued on an even keel with no clear signs that it has recovered from the slowdown which began in mid-1966, according to the Economic Trends Report from the U.S. Embassy in Lisbon.

There have been some improvements in industrial production and tourism is increasing once again, but these gains have been largely counterbalanced by reduced agricultural output due to poor weather conditions and a recession in the sardine fishing and canning industries.

Portugal's foreign trade is difficult to analyze with any degree of certainty, since preliminary figures for imports tend to underestimate the totals because of customs procedures and the large volume of goods awaiting customs clearance. Nevertheless, available data indicate that import demand remains weak, particularly for capital goods. The value of total Portuguese imports increased only slightly if at all during the first eight months of this year.

The decline in imports has been greatest for iron and steel semi-manufactures, aircraft and aircraft parts, generators, statistical machines, looms, pumps, piston motors, aluminum bars and shapes, coal (despite a 19% decline in domestic production), synthetic textile fibers, raw hides and skins, natural rubber, leaf tobacco, and (thus far) wheat, rice, and corn. Imports of cereals are expected to be large during the latter months of the year, however, to fill the deficit in domestic production.

Exports, on the other hand, expanded by 15.4% through August, compared with the same period of last year when the rate of increase was 7.5%. Export growth has been greatest for woodpulp (an increase of over 100% compared with the same period of last year), textile materials (particularly jute textiles and cotton yarns), tomato concentrates, radios, cork-wood, wolfram ore, and some medicinals. The decline in exports has been great only for canned fish products. Portugal's most important customers continue to be Western Europe (especially the United Kingdom) and the United States.

As a result of the slack in import demand and the continuing growth of exports, Portugal's normally unfavorable trade balance is running somewhat less this year. This, together with a resumption of the growth of earnings from tourism and continuing high emigrant remittances, have been responsible for a steady increase in gold and foreign exchange reserves held by the Bank of Portugal, which are now approximately $1,390 million or the equivalent of more than 15 months of imports.

Picture not encouraging

The lack of a definite recovery from the economic slowdown which has characterized the Portugese economy since mid-1966 and the absence of any indication of a revival of investor confidence do not provide an altogether encouraging picture of growth prospects for the year ahead. United States sales thus far are running at about the same rate as last year—$52 million for the first eight months, or approximately 8% of the market. The main categories for U.S. sales remain aircraft and aircraft parts, a wide range of machinery and appliances, telecommunication apparatus and parts, non-electric power generating machinery, corn, wheat, and leaf tobacco.

So far this year, United States direct exports of most manufactured products seem to be at approximately the same level as last year, except for sales of aircraft and aircraft parts which are down considerably.

However, sales of non-electric power generating equipment, steel strip, electronic navigational aids, and polyethylene resins have increased.

As a result of the revaluation of the

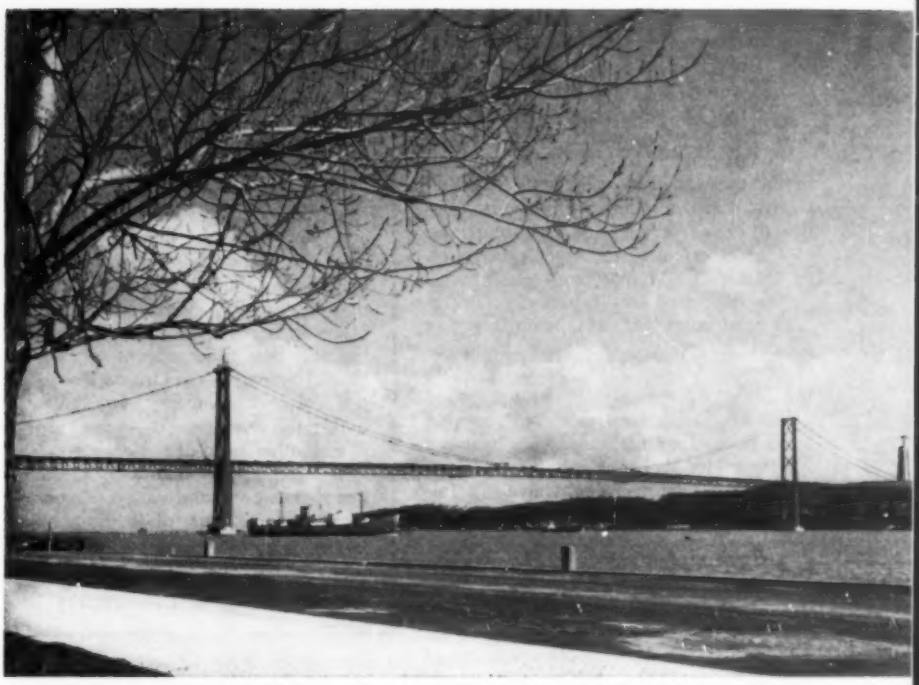
deutschemark, Germany may find it increasingly difficult to maintain its position as Portugal's principal supplier, and the United States may be able to benefit from the shifting pattern of trade. On the other hand, the United Kingdom and France are in a much better competitive position since their devaluation. In addition, the United Kingdom and other EFTA countries will benefit from the reduction of Portugese tariffs on their goods from 60% to 50% of the general schedule on Jan. 1.

U.S. wheat sales up

U.S. sales of corn and leaf tobacco are running well below the level of last year, but there are fairly good prospects for wheat to help fill the large deficit in domestic supplies this year. Wheat imports for the 1969-70 marketing year are projected at 537,000 metric tons compared with only 177,000 metric tons for 1968-69. The major suppliers are expected to remain Spain, Romania, and France (all of which have bumper crops), although the United States may be able to expand its sales of high quality bread wheats to be used for blending.

Portugal has many favorable characteristics for the foreign investor, including low wages, a tax system favorable to business enterprises, and special tax and tariff incentives for firms producing for export. Largely because of these attributes, major electronic component manufacturers from the United States and other countries are establishing new assembly operations. However, programs of investment should be established on the basis of prospects of a fairly rapid increase in wages from their present low level. Moreover, increases in wages will tend to precede rather than follow improvements in productivity, especially in agriculture and the traditional industries.

The uncertain political atmosphere of this year of adjustment and the generally unpromising business climate have reinforced the caution of private investors; and (while no figures are available) it is generally agreed that capital expenditures on the part of government have been well below the levl envisaged in the Third Development Plan (1968-73), partly because defense and internal security absorb 44% of government expenditures. It is generally recognized that during 1968 investment under the Plan was less than the $649 million scheduled; and in the absence of any indication that there has been a revival of investors' confidence or an increase in public capital expenditure, it is inconceivable that total investment will come anywhere near the $681 million planned for this year. Many businessmen have said that the Development Plan itself has been a hindrance to investment because it set unrealistically high targets for the private sector.



PORTUGAL'S FOREIGN TRADE presents a mixed picture. Imports increased hardly at all through August while exports grew 15.4%. Above, a ship bringing goods to Lisbon sails under the Tagus River bridge.

Major investments on the part of government planned for this year, including the Lisbon port development project and the Mondego hydroelectric and irrigation scheme, are not yet underway; and the highway construction being undertaken is reportedly behind schedule.

The expansion of industrial capacity by private investment has proceeded throughout the country, but at a rate well below that anticipated, with individual investments being on a rather small scale. Work on extension of the Lisbon subway is in process, and contracts have now been awarded for expansion of the railway, although no work has yet begun. The remaining private investment of note is being made by foreign capital, either alone or in joint ventures with local investors.

As examples, the SKF company has recently been granted governmental authorization to build a factory for the manufacture of bearings; and British interests are planning construction of a new wood pulp plant in northern Portugal. The bulk of activity by foreign investors, however, continues to be in the field of electronics (particularly the assembly of radios, television sets and parts, semi-conductors and parts for electronic calculators). Three U.S. firms are engaged in setting up electronic component assembly plants near Lisbon, and the Grundig company is building another plant in northern Portugal to further expand its production of electronic components.

Top suppliers

West Germany is holding its place as Portugal's most important supplier; but the United Kingdom and France are gaining with increases of 11% thus far this year, probably as a result of the devaluations of sterling and the franc. Imports from most other European countries have also increased somewhat. Imports from the United States during the first eight months of this year are about the same as last year (according to U.S. statistics), despite a fall-off in aircraft sales.

Industrial output gains

According to figures recently released by the Portuguese Industrial Association, the average monthly index for industrial production shows an increase of about

8% for the first seven months of this year, while for the first seven months of last year the increase was approximately 6%. Although the index is not considered highly reliable, what improvements there have been in the industrial sector seem to be due principally to production increases in the metallurgical, metalmechanic and electric material industries, in the production of motor vehicles and woodpulp, and to a lesser extent to increased production of chemicals and petroleum.

The depressed textile industry (Portugal's most important in the manufacturing sector) seems also to have improved somewhat. Major textile producers with the latest equipment and well-managed plants are doing well, and are reported to be booked with advance export orders for four to six months. Nevertheless, many smaller firms which have not followed the general trend toward amalgamation are still in dire financial circumstances.

The overall but moderate improvement in industrial production has been largely offset by a crisis in the sardine fishing and canning industries and by a poor year for agriculture. Catches of most species of fish for canning purposes, particularly sardines, have been poor and the quantity available for canneries consequently small. Last year, production of canned fish in oil or sauce was down 22% by volume, and during the first eight months of this year output was off by another 18% compared with the same period during 1968.

Competition grows stronger

With increasing salaries and rising costs for oil and other processing items (frozen sardines and anchovies have even been imported for canning), the fish canning industry is finding it difficult to meet competition in export markets. The Portuguese Government has temporarily suspended taxes on landed sardines and has reduced the price of fuel oil consumed by the industry, but this does not solve the problems of poor fishing prospects in coastal waters and the need for more rapid modernization of the Portuguese fishing fleet.

In agriculture, general inefficiency makes the marginal effects of the weather even more significant than in most countries, and the 1968/69 crop year weather conditions were definitely unfavorable in Portugal.

Although agriculture is estimated to provide only 17% of the Gross National Product, nearly one-third of Portugal's labor force is still engaged in farming or forestry and changes in rural purchasing power have a multiplier effect on internal economic activity.

Inflation causing concern

A major cause of continuing concern among government officials and businessmen alike is that during recent years of slack economic activity and lagging investment, the rate of inflation has been accelerating. According to official figures (and it is generally recognized that they underestimate the true situation) the monthly index of consumer prices in Lisbon rose by 6.4% during the first nine months of this year. The increase in Oporto, Portugal's second major city, was 7.5% during the same period—more than in any other area of the country.

The impact of increasing prices has been particularly severe, because a large part of it has been due to increases in the cost of food and housing where it is difficult for a family to cut back.

After falling off slightly last year, tourism (which provided $135 million in net foreign exchange earnings during 1968) seems to have resumed its upward trend. The number of foreign travelers entering Portugal during the first nine months of 1969 was nearly 9% more than during the same period of last year. Since the number of American tourists (which are the largest per capita spenders) increased by 31%, it is probable that earnings from tourism also rose substantially during the period.

Despite the boost this increase should have provided to retail trade, business activity in general seems to have fallen off somewhat. As an indicator, the value of commercial paper discounted by banks during the first eight months of this year was only 7.7% greater than during the same period of 1968, when the value discounted was 12.8% above the previous year. The increase in value of commercial instruments settled through clearing houses has been about the same as last year.

The poor capital market in Portugal is still a major hindrance to maintaining a satisfactory level of private investment. Commercial banks are now authorized to extend medium-term credits of up to five years and are beginning to do so, but long-term financing for industrial expansion is still a problem.

The business community is placing great hope in a recently established government-backed finance institution (Sociedade Financeira Portuguesa) designed to mobilize domestic and foreign funds for investment in Metropolitan Portugal and the overseas territories. The new institution will have authority to conduct investment surveys, purchase and sell bonds, participate directly and indirectly in credit operations, and issue credit guarantees. Its initial capital is $35 million, fully subscribed by the national government, the provincial governments of Angola and Mozambique, and the national development and savings banks. Further capital expansion of the institution is authorized by law, and Portuguese commercial banks are anxious to participate, particularly because the commercial banking system is highly liquid at present.

Total deposits in commercial banks and banking houses at the end of July had expanded by 23% compared with the same date last year, while credit outstanding had risen by 20.6%, mostly in the form of credit on commercial paper. The problem is not so much the lack of savings, but rather the channeling of those savings into productive long-term investment for economic development.

According to a recent Bank of Portugal report, wage increases more than anything else have exercised a significant upward pressure on prices. Other factors have certainly played a role, such as a poor agricultural year, a poor system of distribution for food products, deficiencies in low-cost housing in the face of urbanization, and an increase in money supply beyond the increase in output. Nevertheless, wages in general are increasing more rapidly than productivity because of built up social pressures and shortages due to emigration and deficiencies of needed skills.

Wage indexes rise

The overall quarterly wage index for Lisbon (industry and transportation) increased by 5.5% during the first half of this year, and similar increases were noted throughout the country. Wages for male farm workers increased by 11.4% for the first seven months of this year, and salaries for white collar workers are also increasing significantly. Various wage increase demands have been met during the past year, and just recently the national railway (in which the government holds majority interest) concluded a new labor agreement including salary increases.

In addition, a general wage increase for government workers has been announced for the beginning of next year. Pressures for further wage hikes are building up in private industry, with the large manufacturing concerns, banks, and insurance companies all planning on increases during the next year.

South Africa's new import control notice simplifies listings

Document reduced to three sections; several items added to free list

The South African Ministry of Economic Affairs recently published an Import Control Notice announcing government policy regarding licensing and quota allocations for 1970.

The Notice has been simplified relative to previous years and reduced to only three sections. The first section lists those commodities which are freely importable into South Africa, i.e. for which no import license is required. The third section lists those goods whose entry is strictly regulated and for which import licenses will be issued only to individual importers in accordance with quotas determined from time to time. The second section comprises all commodities not included in the first and third sections.

Quotas for these goods are to be allocated and licenses issued to bona fide merchants and manufacturers to meet their full reasonable requirements.

The free list, or goods listed in section one, has been expanded slightly. Some of the items added to the free list for 1970 include rice, rubber bands, office punches and perforators, inter-office communications sets and equipment, tape recorders, tape recorder head sets, foot controls and microphones, magnetic recording tapes, cassettes and discs, sound recorders, amplifiers and speakers, microscopes, typewriter brushes, marking pens, numbering machines, plastic, silk and cotton computer ribbons, plastic carbon typewriter ribbons, charting and planning boards, record binders, and refills for telephone indexes and desk diaries.

Items leaving free list

Items formerly on the free list which were moved to section two include dies and cutters, duplicating machines and duplicating machine inks, embroidered edgings in the piece and motifs, hand guillotines used in the paper industry, industrial sewing machines, spare parts for industrial sewing and knitting machines, man-made staple fibers, paper shredders, stapling machines, tracing paper, and bulk additives for mineral oils and gasoline.

An additional change effected by the new Notice is the omission of the requirement that an importer surrender two rands in value of his import license for each one rand in value of certain restricted goods imported. Items affected by this relaxation included meat and meat products, fish, fruits, confectionery, liquors, tobacco, clothing and footwear.

A copy of South Africa's 1970 Import Control Notice, including schedules of the commodities included in each section, is available upon request from the Trade Regulations Section, Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Germany opens import quota for fresh, cut orchids

Germany has opened a quota for fresh, cut orchids from all countries except the Soviet Bloc, according to the *Bundesanzeiger* No. 220 of Nov. 27, 1969. Applications for licenses will be accepted until the value limit is reached but not later than June 25. Country of purchase and country of origin must be the same.

Imported orchids must meet the German plant protection regulations and the EEC quality standards (EEC Regulation 316/68 published in the European Economic Community Gazette No. L 71/68 of Mar. 21, 1968). Licenses will be valid until June 30. The first day of customs clearance was Jan. 1, 1970.

Book on Algerian oil

The Algerian state-owned petrochemical company SONATRACH (Societe Nationale Pour la Recherche, la Production, le Transport, la Transportation, et la Commercialization des Hydrocarbures) has published in English a 100-page, bound book describing its varied activities. Many photographs and charts in the book are designed to explain the role Sonatrach is playing in developing the Algerian economy. A limited supply of free copies of this book is available without charge. Requests should be addressed to the American-Arab Association for Commerce & Industry, 505 Fifth Ave., New York, N.Y. 10017.

Loan for Malaysia port brings total ADB lending over the $100 million mark

The Asian Development Bank has loaned the Government of Malaysia $5 million to finance the foreign exchange cost of the expansion of Kuching Port in the State of Sarawak, East Malaysia. This is the Bank's third loan to Malaysia and the first loan for a port project.

With this loan, the Bank has approved 17 loans for a total sum of $100.9 million.

The Kuching port project, which is accorded high priority by the Federal and State Governments, comprises the construction of an 800 feet wharf with an apron of 60 feet and other necessary installations, together with procurement of tug boats and cargo handling equipment.

The proposed wharf will be located at Pending Point, six miles down the river Sarawak from the existing port at Tanah Puteh. The 28 feet depth alongside the wharf combined with a better river channel will enable vessels up to 15,000 tons with a maximum draft of 25 feet to berth at the new wharf.

The executing agency for the project will be the Kuching Port Authority.

Greek Development Bank publishes investment guide

A new 190-page investment guide containing detailed background information for evaluating the potential for new industries in Greece has just been published by the Hellenic Industrial Development Bank. The guidebook has been prepared as a part of an effort to increase foreign investment in the country.

The book is divided into two main parts. The initial section contains details on the population, employment, education, currency, trade statistics and general infrastructure of the economy. Part two includes the legal framework for establishing a company, regulations on investment and repatriation for foreign capital and details on incentives available to private capital used in developing industrial ventures.

A limited number of copies of the new guidebook are available without charge to companies or organizations having a genuine interest in establishing new industry in Greece. A request on the firm's letterhead describing the product or services of the concern should be directed to: Hellenic Industrial Development Bank, 20, Amalias Street, Athens 118, Greece.

XUM

German process control equipment maker wants license

Reglerbau Hannemann GmbH & Co., KG, manufactures, distributes, and exports pneumatic, electric, electronic, and mechanical equipment and systems for the control, measurement, and regulation of level, pressure, temperature, and throughput. The firm wishes to expand its production program and seeks licenses from U.S. manufacturers of similar or related products for use in electric power generating plants, including those using atomic fuel. It is also interested in considering in general any "new to market" electronic devices which are thought to have good sales potential in Europe.

Founded in 1905, the firm employs 170 persons and reported annual sales this past year of about $1.75 million. It has representatives or agents in Austria, Belgium, Denmark, Finland, France, Hungary, Italy, Luxembourg, the Netherlands, Norway, Spain, Switzerland, Turkey, the USSR, and Yugoslavia.

Interested firms may obtain on loan a 23-page catalogue in English describing the firm's product lines by writing the Office of International Investment, Bureau of International Commerce (BIC-878), U.S. Department of Commerce, Washington, D.C. 20230. Those who wish to follow up the opportunity should **write:** Helmut Hannemann, Reglerbau Hannemann GmbH & Co. KG, 64 Reisholzer Werftstr., 4 Duesseldorf-Holthausen, Germany. WTD. **P-70348.**

Indian agency issues tender for direction finding items

The Director General, Supplies and Disposals has issued Tender No. ES4/220/34/138/Celi-962 for the supply of H.F. direction finding equipment. Bid deadline is Jan. 23.

Bid should offer one set of H.F. direction finding equipment consisting of, one fixed H.F. direction finder, one man pack direction finder, and one goniometer for a portable direction finder.

Copies of tender announcement and specifications are available from the India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. (Tender fee payable in advance $2.50 each not refundable) or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. *(Code 202-967-4823)

Swiss firm wants license for sandblasting machinery

A license to manufacture and market sandblasting machinery and other surface treatment equipment is sought by a Swiss producer and distributor of these products. Currently, the firm markets its sandblasting machinery in Europe, the Middle East and North Africa. It also represents a French sandblasting machinery manufacturer in Switzerland.

Write: Mr. Andre Favre, General Manager, Morel S.A., avenue General Guisan 48, 1800 Vevey, Switzerland. WTD. **P-70354.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

British plastics firm asks license to broaden line; is developing blood donor items

Synrein Plastics Ltd., a manufacturer of various products from PVC sheeting including mattress covers, pillow cases, aprons, bibs and shower curtains seeks to make related products under license. The firm also produces protective clothing, sheets and tarpaulins from reinforced PVC. In addition, it is developing a virus bacteria standard clean room where it plans to manufacture intravenous and blood donor equipment.

Write: Synrein Plastics Ltd., Grosvenor Works, Grosvenor Street, Ashton-under-Lyne, Lancs., England. WTD. **P-70353.**

French electronics company interested in American ties

Groupement Commercial Industriel Electronique (GCIE) manufactures and sells electronic components and detectors for use in mining in France and Africa. It also imports from the U.S. spare parts, components, and other equipment for military communications.

GCIE is now seeking U.S. licensing rights for electronic switches, connectors, capacitors, relays, and other similar products, as well as for military telecommunications equipment.

Established in 1965, the firm reports annual sales of about $1 million, employs 25 persons, and has two travelling salesmen. It works principally for the French Army, Navy, and Air Force. U.S. trade references are available.

Write: Groupement Commercial Industrial Electronique, 68 rue du Aout, 77-Mortcerf, France. WTD. **P-70334.**

German metal shelf maker seeks license to broaden line

A medium-sized German manufacturer and distributor of metal and plastic storage products for warehouses seeks licenses to make additional equipment in the field. The firm's product line includes metal shelving, pallet racks, and tanks and plastic containers. Its well equipped plant contains metal stamping, pressing and drawing machinery and plastic processing equipment.

Write: Leopold Bittmann, Postfach 54, 6582 Fischbach-Weierbach, Germany. WTD. **P-70350.**

French firm wants license to make U.S. electrical items

CAPRI-CODEC, S.A. is a French firm specializing in the manufacture of miscellaneous products for the electrical industry, principally electric installation devices (unbreakable insulating cable terminals, concentrically tightened fittings, brass stuffing glands for electric wiring, flexible conduits, and similar items). The firm now seeks American licensing rights for products similar to its present line of production, including power connectors, electric conduits, pre-wired electrical systems, and tools and hardware for electricians.

The firm is presently divided into two discrete divisions. CODEC makes nonferrous machined parts, mostly brass. The market for these is in electrical distribution systems with automotive, marine, petroleum, and construction applications. CODEC holds French and American patents for certain parts, such as tube unions, couplings, and pressure fittings for pumps and waterproof installations. It also makes parts to customer specifications, specializing in mechanical assemblies, machined parts and plastic injection moldings used in electrical, gas, and hydraulic connections.

CAPRI produces metal or metal-plastic flexible armored electrical conduits, rigid insulated conduits, cable fittings for underwater installations, small fittings for waterproof installations, junction boxes, and connectors. Their market is largely in the heavy construction industry.

Write: CAPRI-CODEC, S.A., 24-32 Rue Ernest Renan, 92-Colombes, France. WTD. **P-70358.**

German manufacturer wants U.S. packaging license

A large German manufacturer of paperboard and corrugated paper boxes seeks a license to produce patented paperboard packaging systems for use with textiles, shoes, and other consumer goods. The German firm already possesses licenses of a French firm and is prepared, if desirable, to consider a reciprocal licensing arrangement. The U.S. licensor should also be in a position to supply the necessary machinery. The German company employs about 300 and reports annual sales of $4 million.

Write: Kartonagenfabrik Annweiler Fritz Baumann KG, Postfach 1240, 6747, Annweiler, Germany. WTD. **P-70033.**

Swiss company seeks license to make audio-visual aids

A license to manufacture newly developed audio-visual equipment and systems for schools and colleges is sought by an established Swiss firm. The company is also interested in the production of electric furnaces for use in apartment houses, hospitals and private residences.

Founded in 1912, the firm currently produces electro technical instruments and apparatus. It operates a well equipped plant and maintains its own research and planning departments.

Write: Mr. Frankenreiter, Sauber & Gisin AG, Hoeschgasse 45, 8034 Zurich, Switzerland. WTD **P-70337.**

German maker of playground products seeks broader line

A leading German producer of children's playground equipment, gymnasium equipment and plastic cassettes seeks to expand its product line under licenses or similar agreements. The company is interested in the manufacture of products complementary to its present capabilities. Its production facilities include woodworking and metal working departments, automatic deep drawing machinery, a leather working shop, a plastic processing department, and a paint shop which contains modern sand blasting equipment.

Write: Albin Gruenzig & Co., P. O. Box 30, 3093 Eystrup/Weser, Germany. WTD. **P-70352.**

Jamaicans request U.S. supermarket know-how

A Jamaican firm seeks new management having knowledge of the supermarket business to run a recently acquired operation encompassing three supermarkets, a garment factory and two retail clothing stores. In order to acquire the level of management needed it is willing to sell between 25 and 40% of the company but, preferably, requires only managerial competence. The firm plans to add four to five new supermarkets in Kingston in the foreseeable future.

Write: Universal Stores Ltd., Washington Blvd., P.O. Box 345, Kingston 10, Jamaica. WTD. **P-70349.**

Established U.K. firm wants licenses to make educational toys and plastic components

E. S. Perry, Ltd., a firm manufacturing osmiroid fountain pens, lifejacket valves, electronic assemblies, and precision plastic and light metal parts, is seeking an arrangement to manufacture under license any suitable precision plastic and metal components. The company is also interested in an agency and/or license agreement to manufacture educational toys, educational equipment and teaching aids for the English and European markets.

A private company which has manufactured steel pen nibs for over a century, the firm was organized in its present form in 1921. It has 125 employees, including 12 salesmen, and reported its latest annual sales volume as $864,000. Two New York City firms at present act as its agents for osmiroid pens and other products.

Interested firms should **write:** G. W. Nockolds, Managing Director, E. S. Perry Ltd., Osmiroid Works, Gosport, Hampshire, PO 13 OAL, England. WTD. **P-70351.**

Technical and financial aid sought for Lebanese supermarket, display center

A well-established real estate group, which is currently developing a $10 million office building and hotel in downtown Beirut, is seeking know-how and, possibly, financial participation in the establishment of a supermarket and display center. Construction of the new complex, which began in September, will include a 26-story building housing a motel and office facilities, and a nine-story office building.

Plans call for the supermarket, with an extensive line of foodstuffs, to be located on the ground floor and possibly include household appliances. A complete shopping center with a hundred stores carrying a wide range of merchandise is scheduled to be placed on the second floor. A display center for commercial firms or embassies with particular emphasis on the import-export trade is contemplated for the third floor.

Write: Ernest Abdeni, President, St. Charles City Center Corp., Rue Patriarche Hoyek, Bab Edriss, Imm. BAZ, Beirut, Lebanon. WTD. **P-70347.**

XUM

Singapore asks bids on pipe supply and laying

Singapore's Public Works Department (PWD) invites bids on the supply and laying of approximately 3,260 feet of 21-inch diameter and 610 feet of 30-inch diameter high alumina cement-lined reinforced concrete pipe with spigot and socket joints and the construction of 17 manholes including connection to existing sewer.

Bid deadline is Jan. 13.

The work covered by this tender may be eligible for payment in part from a loan from the World Bank. Persons or companies either within Singapore or overseas who are not registered PWD contractors will be permitted to tender as "Specially Registered Contractors."

However, it is emphasized that persons or companies proposing to tender as "Specially Registered Contractors" shall apply for the tender document within two weeks of the invitation to tender. Applications for tender documents received after such time will not be entertained except at the absolute discretion of the officer inviting the tender.

Copies of instructions on registering as "Specially Registered Contractors" and obtaining project drawings are available from the Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602) and from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Further information is available from the Senior Quantity Surveyor, Public Works Department, High St., P.O. Box 9009, Singapore 6, Republic of Singapore.

Argentina to expand power transmission, distribution

Servicios Electricos del Gran Buenos Aires (SEGBA), a Government-owned corporation which is the principal electric utility of metropolitan Buenos Aires, recently has announced plans for a series of calls for bids for the expansion of its power transmission and distribution facilities.

The calls for bids for the construction and installation of the following facilities will be spread over a three-year period and will include the following projects:

A. Substations—civil engineering works and installations of electromechanical equipment for four 220-kv. and ten 132/13.2-kv. substations. Bids will not include supply of the electromechanical equipment.

B. Laying of 120 kilometers of 220-kv. high-tension underground distribution lines and 190 kilometers of 132-kv. high-tension aerial transmission lines; laying of 2,200 kilometers of 13.2-kv. low- and medium-tension lines both underground and aerial; installation of 2,500 transformer platforms and chambers and the laying of 6,300 kilometers of 380-v. underground and aerial cables. Bids will not include the supply of the principal materials.

The above-mentioned projects will be subdivided into 150 separate contracts.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

209 Food preparations

20913—GERMANY—Cotton linters, first and second cut, bleached and unbleached, including chemical grade; lots of about 100 tons each. Quotations c.i.f. North Atlantic seaport preferred. Direct purchase or agency. Wilfried Zietek (importer, agent), 39 Herdentorsteinweg, 28 Bremen. WTD in preparation.

281 Industrial chemicals

● **28100—NEW ZEALAND**—Sodium Pentachlorophenate 10 long tons. May 1970, five tons and Nov. 1970, five tons. Tenders must be enclosed in a sealed envelope marked Tender No. FSQ 7233. Bid deadline Jan. 14. Stores Manager, New Zealand Forest Service, Private Bag, Wellington. Correspondence preferred in English. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3910). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

289 Chemical products

28993—JAPAN—Carbon dioxide gas absorbent of U.S.P. grade for use with anesthesia ap-

paratus. Tokyo M. I. Co., Inc. (importer, distributor, agent), Oriental Bldg., 14 Reiganjima 1-chome, Chuo-ku, Tokyo. WTD 12/69.

291 Petroleum refining

29116—AFGHANISTAN—Lubricating oils for motor vehicles. Requests prices c.i.f. Karachi, insurance to Kabul, in initial correspondence. Direct purchase and agency. Akbar Export-Import Co., Ltd. (importer, distributor, agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—ETHIOPIA**—Supply of various telephone cables. Tender No. 11/69. Bid deadline Feb. 27. Contact Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.

● **33500—IRAN**—Supply of 2,500 meters, various cables. Tender No. 1253/48. Bid deadline Feb. 9. Contact Iranian Economic Mission, 2233 Wisconsin Ave., N.W., Washington, D.C. 20007.

343 Heating apparatus, plumbing fixtures

34336—FRANCE—Fuel and gas burners from 20,000 to 4,000,000 k.-cal./h.; unit ventilators: fans, blowers, unit heaters, accessory equipment; floor and wall furnaces. CHAPUZET (Entreprise Daniel) (importer, distributor, retailer), B.P. 142, 16 Angouleme RP. WTD in preparation.

349 Fabricated metal products

34942—ITALY—Solenoid valves, motorized valves. COSMOTECNICA, S.n.c. (distributor, manufacturer), Via del Bollo 4, 20123 Milan. WTD 10/69.

34945 — FRANCE — Metal fittings, flanges and unions for piping systems. PLOMBELEC (importer, distributor, manufacturer), 8 Rue de Nice, 75-Paris 11. WTD 10/69.

34946—FRANCE—Fittings and assemblies for tubing and hose. PLOMBELEC (importer, distributor, manufacturer), 8 Rue de Nice, 75-Paris 11. WTD 10/69.

34980—FRANCE—Fabricated pipe, fittings. PLOMBELEC (importer, distributor, manufacturer), 8 Rue de Nice, 75-Paris 11. WTD 10/69.

34990—JAPAN—Five hundred steel bath tubs, unfinished, for porcelain enameling. Dimensions (two sizes): length 1,524 mm., width 735 mm., depth 404 mm., 420 mm., height (inc. stand) 480 mm.; length 1,660 mm., width 795 mm., depth 375 mm., 408 mm., height (inc. stand) 470 mm. Diagram of dimensions available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Glasstal Kogyo K. K. (manufacturer), 26-7 Minami Ikebukuro 2-chome, Toshima-ku, Tokyo. WTD in preparation.

354 Metalworking tools

35421—BRAZIL—Plate shearing machine for sheets with thickness up to 4.18 mm. (sheet 8); width, 1,600 mm., with power for 3 to 4 cuts per pass. Estimated production: 500 tons per month; 8 hours daily shift. Laminacao Perfilex, A/c SOPEL Ltda. Projetos Industriais (manufacturer, consulting firm), Rua Espirito Santo, 1059 conj. 1104/06, Belo Horizonte, Minas Gerais. WTD in preparation.

● **35400—IRAN**—Machine tools: one drilling machine with a 32 mm. drill, and a three-phase 220/380 v., 50 cycles/sec., two KWT motor; and one sawing machine with a 1.5 KWT motor and a capacity to cut 150 mm. sections. Tender No. 527/48, bid deadline Jan. 21. The Iranian State Railways, Tehran ★(202-967-5652). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

35421—SINGAPORE—Bending rolls and bending press machines for use in shipyards. Mr. Philip Hew, Production Planning & Control of Westbank Shipyard Pte. Ltd. (shipbuilder, shiprepairer, marine mechanical & electrical engineers), Shipyard No. 1, Pulau Samulun, Jurong, Singapore 22. WTD in preparation.

35481—BRAZIL—Cold rolling mill for rolling sheets: width up to 200 mm.; thickness, 4.18 mm. (sheet 8). Mill should roll the thickness of 4.18 down to 0.60 mm. Estimated production: 250 tons per month; 8 hours daily shift. Laminacao Perfilex, A/c SOPEL Ltda. Projetos Industriais (manufacturer, consulting firm), Rua Espirito Santo, 1059 conj. 1104/06, Belo Horizonte, Minas Gerais. WTD in preparation.

35485 — BRAZIL — Drawing machine for sheets 2.28 mm. thick (sheet 13); for the drawing of beams for civil construction. Maximum width of sheets: up to 600 mm. Estimated production: 250 tons per month; 8 hours daily shift. Laminacao Perfilex, A/c SOPEL Ltda. Projetos Industriais (manufacturer, consulting firm), Rua Espirito Santo, 1059 conj. 1104/06, Belo Horizonte, Minas Gerais. WTD in preparation.

355 Special industry machinery

35512 — JAPAN — Apple juice extractors; apple sauce manufacturing, pasteurizing units. Nagai Shokai (importer, distributor), 20-20 Minami Aoyama 4-chome, Minato-ku, Tokyo. WTD 12/69.

35531—NICARAGUA—Full range of saw mill machinery and equipment, including two chain saws (saws 1.8 m. in diameter) with capacity for 13,000 board feet each per 8-hour day, kiln drying equipment, wood molding machinery, tensioning bench, grinding wheels, other accessories. Requests price lists, descriptive literature. Correspondence requested in Spanish. Carlos E. Avellan, Fabrica de Muebles CEA (manufacturer), Leon. WTD in preparation.

357 Office, computing, accounting machines

35741 — GERMANY — Computing and accounting machines, including cash registers. Electronic Bueromaschinen-Vertriebsgesellschaft mbH (importer, distributor), 2000 Hamburg 22, Beethovenstrasse 60. WTD 6/69.

361 Electric transmission, distribution equipment

● **36100—TRINIDAD**—Supply 12 kv. outdoor division boxes; 12 kv. indoor division boxes; 12 kv. st. joint boxes; 12 kv. L/S G.I. pins; 14,000 ft. 7/0.029 cable; 200 each 12 kv. surge diverters. Tender Numbers 1841 through 1846 and 1850 through 1853, bid deadilne Feb. 13. The Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121 Port of Spain. Specifications available from the Power & Electrical Equipment Division BDSA, Room 4124 Department of Commerce 20230 ★(202-967-4241). A copy of specifications will be available for review only at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

36111—GERMANY—Measuring equipment for electronic and electrical circuits and equipment. Direct purchase and agency. Ingenieur-Bureau Gerhard Eber (importer, distributor, agent), 2071 Mollhagen, Haus No. 2. WTD 8/69.

362 Electrical industrial apparatus

36211—ITALY—High frequency, very high frequency power generators. Face Standard S.p.A. (manufacturer), Viale Bodio 33, Milan 20158. WTD in preparation.

363 Household appliances

36321 — AFGHANISTAN — Household refrigerators. Requests prices c.i.f. Karachi, insurance to Kabul. Akbar Export-Import Co.,

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

Ltd. (importer, distributor, agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

364 Current carrying wiring devices

● **36400 — CHILE** — Supply 328 lightning arrestors for H.T. transmission towers, 15-230 kv. Tender No. 30-12, bid deadline February 19. Empresa Nacional de Electricidad, S.A. "ENDESSA" calle Santa Rosa No. 76, piso 13; Santiago, Chile. World Bank credit No. 479-H, correspondence preferred in Spanish. Specifications available for *reference only* from the Power & Electrical Division, BDSA, Room 4124, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241). A copy will also be available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

365 Radio, television receiving sets

36520 — SWITZERLAND — Five hundred thousand compact cassettes, unfitted, complete with plastic box but without tape, either with screws or ultra sonic sealed. C.i.f. Hamburg, Germany, prices requested for part shipments of 100,000; first part shipment should arrive before end of February 1970. Payment by letter of credit. Sample of cassettes offered is requested by air printed matter. Werner Weber (importer, distributor), Weberstrasse 5, P.O.B. 296, 8036 Zurich. WTD in preparation.

366 Communication equipment

36621—ITALY—Professional bridges. Face Standard S.p.A. (manufacturer), Viale L. Bodio 33, 20158 Milan. WTD in preparation.

367 Electronic components, accessories

36795—ITALY—Advanced electronic components. ADELCO (distributor), Via S. Gimignano 38, 20146 Milan. WTD 9/69.

371 Motor vehicles, motor vehicle equipment

37141 — BRITISH HONDURAS — Motor vehicle parts, accessories; general line of motor vehicle spares for Chevrolet, Ford vehicles especially passenger cars. Santos Diaz & Sons (importer, distributor, retailer), P.O. Box 669; 37 Water Lane, Belize City. WTD 11/69.

37141—GERMANY—Automobiles, parts, accessories; attachments for camping—lights—couplings etc.; new to the market automobile gadgets; automobile tools. C.i.f. European ports. Direct purchase and agency. Bodo Falk & Co. (importer, distributor, manufacturer, exporter), 83 Moltkestr., 5 Koeln. WTD 12/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38216 — ITALY — Pressostats, turbine flow meters. COSMOTECNICA, S.n.c. (distributor, manufacturer), Via del Bollo 4, 20123 Milan. WTD 10/69.

38220—ITALY—Temperature controls. COSMOTECNICA, S.n.c. (distributor, manufacturer), Via del Bollo 4, 20123 Milan. WTD 10/69.

384 Surgical, medical, dental instruments, supplies

● **38400—CONGO (KINSHASA)**—Supply of 47 items in thousands of units of surgical instruments and hospital supplies including needles, clamps, lancets, scissors, forceps, syringes, cylinders, etc. Tender No. 378/69, bid deadline Feb. 24. Tender documents in French. Correspondence preferred in French. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **38400—CONGO (KINSHASA)**—Supply of 84 items in thousands of units of hospital supplies and surgical instruments including pipettes, syringes, tubes, basins, baby scales, feeding bottles, brushes, capsules, sterile catgut, centrifuges, surgical gloves, lamps, tapes, stethoscopes, thermometers, urinals, etc. Tender No. 396/69, bid deadline Mar. 17. Tender documents in French. Correspondence preferred in French. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

399 Manufacturing industries

39993 — GERMANY — Beauty- and barbershop equipment, accessories (no small electric gadgets). Gebr. Nubert K.G. (manufacturer), 18 Benzholzstrasse, P.O. Box 295, 7070 Schwaebisch Gmuend. WTD 12/69.

593 Antique, secondhand stores

59330 — AFGHANISTAN — Used clothing, woolen cut pieces. Requests prices c.i.f. Karachi, insurance to Kabul. Akbar Export-Import Co., Ltd. (importer, distributor, agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

59330 — DAHOMEY — Used refrigerators, spare parts and accessories. Items for exclusive sale in Dahomey, Togo, Niger. Requests technical information for quick repair, grant facilities of payment. Correspondence requested in French. Etablissement Trad & Naoum (importer, distributor, retailer), P.O. Box 759, Cotonou. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

222 Broad woven fabric mills, manmade fiber, silk

22217—SWITZERLAND—Glass fiber mats, rovings and yarns (chopped strand mats). Hug & Co. (distributor, agent), Rosenbergstrasse 8, 8304 Wallisellen. WTD 6/69.

224 Narrow fabrics, other smallwares mills

22410—SWITZERLAND—Surfacing tissues made from polyester fibers, surfacing mats, similar chemically resistant products applicable for insulation of ducts (interior), for chemical liquids, etc. Hug & Co. (distributor, agent), Rosenbergstrasse 8, 8304 Wallisellen. WTD 6/69.

227 Floor covering mills, products

22720 — GERMANY — Bath mats, tufted. Quotations c.i.f. European ports. Saniver GmbH (agent), 13 Parkstr., 404 Neuss. WTD 12/69.

261 Pulp mills, products

26111—THAILAND—Pulp for paper factory. Requests catalogs, c.i.f. Bangkok prices. Berli Jucker Co., Ltd. (importer, distributor), 1136 New Rd., P.O. Box 173, Bangkok. WTD 4/69.

282 Synthetic materials

28214—ITALY—Epoxy resins. Aldo Garzanti, S.a.s. (distributor), Via Tito Speri 8, 20154 Milan. WTD 12/68.

283 Drugs

28341—THAILAND—Complete line of pharmaceutical preparations for human use, not yet represented in Thailand. Berli Jucker Co., Ltd. (importer, distributor), 1136 New Rd., P.O. Box 173, Bangkok. WTD 4/69.

285 Paints, varnishes, lacquers, enamels

28515 — SWITZERLAND — Noninflammable lacquers for woodworking industries (furniture, etc.). Tonet & Co., Attn: Mr. B. Tonet (distributor, agent), 4657 Dulliken. WTD 12/69.

289 Chemical products

28990—SWITZERLAND—Chemical additives for concrete; fire retardant chemicals, similar products for building industries; synthetic, other sealing compounds for windows, building industries. Tonet & Co., Attn: Mr. B. Tonet (distributor, agent), 4657 Dulliken. WTD 12/69.

295 Paving, roofing materials

29510—HONDURAS—Emulsified asphalt, including liquid additives. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), 6a. Calle 605, frente Cine Palace, Tegucigalpa, D.C. WTD 10/69.

306 Fabricated rubber products

30690 — SWITZERLAND — Kneeling pads made from rubber, padded inside. G. Wilhelm Loose AG, Attn: Mr. Loose (distributor, agent), Niklaus-Konrad Strasse 4, 4500 Solothurn. WTD in preparation.

307 Plastic products

30790—SWITZERLAND—Plastic wood imitation coverings for application on furniture, cabinets, etc., scratch proof and heat resistant. Tonet & Co., Attn: Mr. B. Tonet (distributor, agent), 4657 Dulliken. WTD 12/69.

342 Cutlery, hand tools, general hardware

34231—ITALY—Hand tools. Cesare Uboldi & Figlie, S.p.A. (distributor), Via Vallazze 87, 20100 Milan. WTD 10/69.

34233 — ITALY — Electric line stringing equipment. Cesare Uboldi & Figlie, S.p.A. (distributor), Via Vallazze 87, Milan 20100. WTD 10/69.

343 Heating apparatus, plumbing fixtures

34310 — GERMANY — Bathtubs, bathroom fixtures. Quotations c.i.f. European ports. Saniver GmbH (agent), 13 Parkstr., 404 Neuss. WTD 12/69.

349 Fabricated metal products

34941—ITALY—Electro valves for irrigation equipment. Correspondence requested in Italian or French. EUROPIOGGIA, S.a.s. (installation of irrigation systems, water ducts), Via Prandina 29, Milan. WTD 6/69.

352 Farm machinery

35228 — ITALY — Irrigation equipment for agriculture, parks, gardens, golf fields. Correspondence requested in Italian or French. EUROPIOGGIA, S.a.s. (installation of irrigation systems, water ducts), Via Prandina 29, Milan. WTD 6/69.

353 Construction, mining, materials handling machinery, equipment

35316—THAILAND—Supply of 20 units of hot mixers bituminous driven by two stroke cycles, gasoline or diesel engine having power of not less than 15 hp, electric start. Set should be trailer mounted using pneumatic tires and tubes, equipped with two hook adjustable front legs, dryer twin shaft pugmill, asphalt tank having capacity of not less than 250 gallons, having two burners for dryer and asphalt tank, using diesel or kerosene oil as fuel oil and equipped with complete accessories to enable hot mixing of at least eight tons per hour. Unit must have thermometer for measuring asphalt mixture and aggregate pugmill should be an interchangeable blade type. The Tanarak Co. Ltd. (importer, distributor), 14 Sub Road, Siphya Rd., Bangkok. WTD in preparation.

35318 — HONDURAS — Highway construction machinery. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), 6a. Calle 605, frente Cine Palace, Tegucigalpa, D.C. WTD 10/69.

35319—HONDURAS—Parts for construction machinery (highway construction machinery). Comisiones Tropicales, S. de R. L. (importer, distributor, agent), 6a. Calle 605, frente Cine Palace, Tegucigalpa, D.C. WTD 10/69.

354 Metalworking machinery

35410—THAILAND—Machine tools, metal cutting types. Requests catalogs, c.i.f. Bangkok prices. Berli Jucker Co., Ltd. (importer, distributor), 1136 New Rd., P.O. Box 173, Bangkok. WTD 4/69.

35420—THAILAND—Machine tools, metal forming types. Requests catalogs, c.i.f. Bangkok prices. Berli Jucker Co., Ltd. (importer, distributor), 1136 New Rd., P.O. Box 173, Bangkok. WTD 4/69.

35482—ITALY—Power driven hand tools. Cesare Uboldi & Figlie, S.p.A. (distributor), Via Vallazze 87, Milan 20100. WTD 10/69.

355 Special industry machinery

35593 — THAILAND — Plastic manufacturing machinery. Requests catalogs, c.i.f. Bangkok prices. Berli Jucker Co., Ltd. (importer, distributor), 1136 New Rd., P.O. Box 173, Bangkok. WTD 4/69.

35595 — NICARAGUA — Complete leather working plant to process 200 hides per eight-hour day, from raw to finished leather. Requests descriptive literature, price lists. Nicaragua Machinery Co. (importer, distributor, agent), Apartado Postal 469, Managua. WTD 12/69.

35595 — SWITZERLAND — Surface treatment equipment, sandblasting machinery. Morel S.A., Vevey (importer, distributor), Avenue General Guisan 48, 1800 Vevey. WTD 12/69.

357 Office, computing, accounting machines

35731 — NEW ZEALAND — Data loggers, mini-computers. Exclusive agency. David J. Reid (N.Z.) Ltd. (Mr. Graham Reid, Technical Dir.) (importer, distributor, agent), 3-5 Auburn St., P.O. Box 2630, Auckland. WTD 12/69.

35760—GERMANY—Bathroom scales. Quotations c.i.f. European ports. Saniver GmbH (agent), 13 Parkstr., 404 Neuss. WTD 12/69.

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358 Service industry machines

35892—GERMANY—Swimming pool filter systems and water purification equipment. Quotations c.i.f. European ports. Saniver GmbH (agent), 13 Parkstr., 404 Neuss. WTD 12/69.

361 Electric transmission, distribution equipment

36112—NEW ZEALAND—Testing equipment for testing electrical, radio, and communication circuits & motors, namely cathode ray oscilloscopes, vacuum tube voltmeters (both including solid state types), audio & RF signal generators, measuring bridges, sweep marker generators and color alignment dot-bar generators; digital measuring equipment, voltmeters, frequency meters, timers & counters. Exclusive agency. David J. Reid (N.Z.) Ltd. (Mr. Graham Reid, Technical Dir.) (importer, distributor, agent), 3-5 Auburn St., P.O. Box 2630, Auckland. WTD 12/69.

387 Watches, clocks, parts

38711—ITALY—Timers for irrigation systems. Correspondence requested in Italian or French. EUROPIOGGIA, S.a.s. (installation of irrigation systems, water ducts), Via Prandina 29, Milan. WTD 6/69.

Singapore telecommunications unit wants teleprinter items

The Director of Singapore's Telecommunications Department has issued Tender No. DT. 8943/3 for the supply of teleprinter equipment. Bid deadline is Jan. 29.

Bid should offer teleprinter equipment in accordance with specifications, which can be obtained by applying in writing and upon payment of a deposit of $1,000(S) from the Director, Telecommunications Dept., 1st floor, 35 Robinson Road, Singapore 1, Singapore.

Austrian distribution services offered to American exporters

The Austrian company, WEKA Grosshandelsgesellschaft m.b.H., of Salzburg, manufacturers' representatives and distributing importers, offers transportation, warehousing, billing and delivery services to American exporters. The firm will issue a guarantee in U.S. dollars covering total value of stocks and reimbursement for all merchandise removed from warehouses within an agreed period of time.

Write: R. Westermayer, General Manager, WEKA, Getreidegasse 21, A-5020 Salzburg, Austria.

Leads for Importers

Commodities are offered direct unless specified

084 Gathering of gums, barks

08420—ECUADOR—Mangrove bark in supplies up to 40 metric tons monthly. Request replies in Spanish. Jorge Real Gonzalez (exporter), P.O. Box 5431, Guayaquil. WTD 10/69.

XUM

New Books and Reports

New Commerce book defines terms used in Dept. reports

A new publication defines and explains economic and statistical terminology used in Commerce Department reports. Entitled *Dictionary of Economic and Statistical Terms*, the publication discusses some 150 terms commonly used by the Bureau of the Census and the Office of Business Economics (OBE).

The book is designed for both the general public and students and professionals, since the definitions range from the easy to the esoteric. The principal author, James M. Howell, made a special effort to avoid technical language wherever this could be done without sacrificing accuracy.

Census is the Government's principal collector and compiler of statistics, and OBE is responsible for the main body of data used in measuring and analyzing the domestic economy and the U.S. balance of payments. These two agencies provide many of the key statistics needed for formulating economic policies.

The dictionary is avaliable for $1.25 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Agricultural Development of Venezuela.* By Louis E. Heaton. Praeger Publishers, New York. 350pp. $15.**

This analysis of the agricultural sector of Venezuela attempts to show its relation to other sectors of the economy, measures its progress in recent years, presents alternatives for increasing its growth rate, and outlines improvements that could be initiated by official and private groups. The author evaluates the institutional structure of agriculture—agricultural services, research, and education—and concludes that Venezuela is far ahead of most other Latin American countries; but he cautions that the generally high cost structure of agricultural production may limit future development to supplying national demand.

This study is based on research sponsored by the Ford Foundation for its Bench Mark Studies on Agricultural Development in Latin America, and is part of Praeger's series of Special Studies in International Economics and Development.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

NEEC reports released

Two new reports by committees of the National Export Expansion Council are available to U.S. exporters. The reports were drawn up by the NEEC's Action Committee on Export Financing (70pp.) and the Industry Committee on Electrical Generating Equipment and Switch Gear (45pp.).

Limited free copies are available from the Sales and Distribution Section, U.S. Dept. of Commerce, Washington, D.C. 20230.

***External Public Borrowing: Its Role in Economic Development.* By Kaj Areskoug. Praeger Publishers, New York. 152pp. $15.**

This study in Praeger's series of Special Studies in International Economics and Development finds a need for a drastic reappraisal of international development assistance policies. Following a discussion of the different ways in which external public borrowing serves as an instrument of government policy, Dr. Areskoug analyzes the conventional notions about the effects of such borrowing and illustrates why accepted theory is inadequate.

By analysis of data from 22 countries, the author concludes that development loans are used, to a large extent, to finance increases in consumption, and lead only in a limited way to productive investment. Since this partial failure of international lending to promote capital formation raises important questions about current lending practices, he outlines alternative approaches for policy makers.

Kaj Areskoug is an Assistant Professor of Banking at New York University.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Das Deutsche Firmen-Alphabet.* 9th edition, 1969, 2,800 pps. Published by Deutscher Adressbuch-Verlag, Darmstadt, Berlin. Price, about $10.90.**

This directory lists in alphabetical order the names and addresses of 500,000 firms operating in the industry, trade or transportation sectors in the Federal Republic of Germany or West Berlin, as well as the German trade and business organizations. It includes all firms registered in the Commercial Register and about 5,000 organizations and associations. In addition to the firm's name, the directory shows the full address, telephone number and line of business. Moreover, it lists the addresses of all affiliates for more than 15,000 of these firms.

Write: Deutscher Adressbuch-Verlag fuer Wirtschaft und Verkehr G.m.b.H., DAV-Verlagshaus, Postfach 320, 61 Darmstadt, Federal Republic of Germany.

***Overseas Business Reports.* U.S. Department of Commerce, Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Turkey. OBR 69-56. 15pp. Outlines the structure of the Turkish economy; the labor force; the financial system; foreign trade; development planning, and the overall outlook. A bibliography serves as a guide to further reading.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***United Kingdom, Economic Survey.* OECD. Paris. Dec. 1969. 66pp. 80¢.**

Published by the Organization for Economic Cooperation and Development, this report covers recent trends in demand, employment, productivity, wages, balance of payments, merchandise trade, and the capital account. It also discusses both fiscal and monetary policy, studies the economy's prospects and draws conclusions as to its future course.

Write: OECD Publications, 2, Rue Andre-Pascal, Paris XVI.

***Rotterdam Yearbook: 1969-70.* Published by Der Hafenkurier, Rotterdam. 172pp. $3.15 (approx.).**

Contains lists of all firms and activities connected with the Port of Rotterdam (Europort), including: port charges, shipping companies, forwarding agents, stevedores, storage and warehouses, salvage companies, towing companies, dispatchers, Rhine shipping, available international road transport, firms operating at Rotterdam's airport, bankers, insurance companies, drydocks, industrial enterprises with more than 100 employees, and a listing of importers, agents and brokers.

Write: Der Hafenkurier, Witte de Withstraat 73, Schliessfach 601, Rotterdam.

☆ U. S. GOVERNMENT PRINTING OFFICE 1970—392-512/26

Calendar *for international traders*

BOSTON — Jan. 22 — International Center of New England's Eighth Annual World Business Perspective Conference, Sheraton-Plaza Hotel. Luncheon Speaker: **K. N. Davis, Jr., Asst. Secretary of Commerce for Domestic and International Business.**

BUTLER, PA. — Jan. 14 — Export Luncheon Forum, Elks Club, Noon. Sponsors: Butler Chamber of Commerce and Commerce Field Office.

CHICAGO — Jan. 15 — International Trade Club of Chicago meeting, LaSalle Hotel.

CHICAGO—Jan. 15—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Feb. 17-18—Thirty-third Chicago Mid-American World Trade Conference, LaSalle Hotel. Sponsors: International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

CINCINNATI—Jan. 21—Monthly meeting of the Cincinnati World Trade Club, University Club, 6 p.m.

Speaker: **Thomas de Seve, Exhibits Director, Commerce Department's Office of International Trade Promotion.** Sponsors: World Trade Club, Commerce Field Office.

GRAND RAPIDS, MICH.—Jan. 27 —Western Michigan World Trade Club, Swiss Chalet, 6 p.m.

NEW YORK—Jan. 15—Meeting of Drug, Chemical and Food Export Club of the Foreign Credit Interchange Bureau. Advertising Club, 12:15.

NEW YORK—Jan. 20—International Executives Assn. Luncheon, Statler-Hilton Hotel. Speaker: Dr. Franz Pick.

NEW YORK—Feb. 23—International Management Assn. meeting on the New U.S. Policy for Latin America —Effects on U.S. Business. Speaker: **Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.**

NEW YORK—Feb. 26—National Industrial Conference Board's Financial Conference on the "Dwindling U.S. Trade Surplus." Waldorf-Astoria Hotel. **Speaker: Lawrence A. Fox, Deputy Asst. Secy. of Commerce for Trade Policy.**

OIL CITY, PA.—Jan. 15—Export Luncheon Forum, Holiday Inn, Noon. Sponsors: Oil City Chamber of Commerce and Commerce Field Office.

ST. LOUIS—Jan. 13—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors, REEC and Commerce Field Office.

ST. LOUIS—Jan. 12-16—Series of five daily workshops on "Doing Business with Africa." **James T. Doyle, Regional Economist, OIRE, U.S. Dept. of Commerce.** Sponsor: St. Louis REEC.

WASHINGTON, D.C.—Jan. 14— Seminar on Export Financing, Dulles International Airport (Savarin Restaurant), 10 a.m.-3:30 p.m. Sponsors: Commerce Field Offices in Baltimore and Richmond, Braniff International Airways, Small Business Administration.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

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HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
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MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
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NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
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SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
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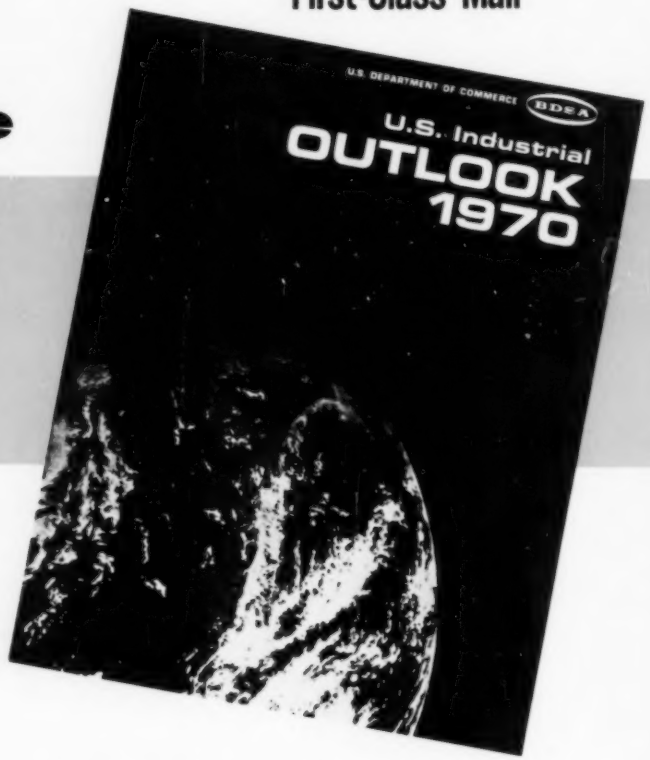

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